

GRAIN DEALERS JOURNAL

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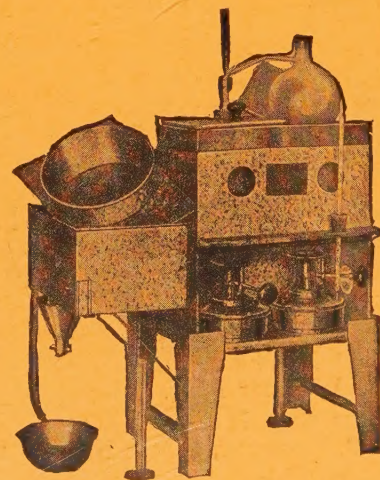
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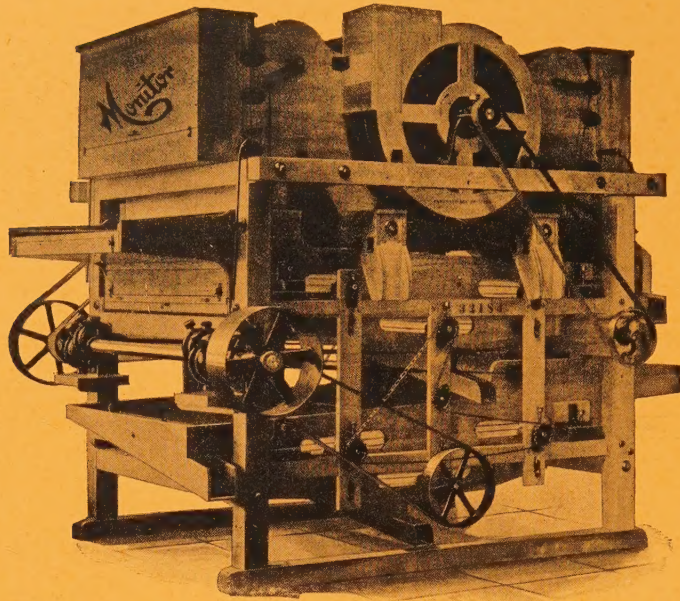
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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

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Rosenbaum Brothers, grain merchants.*
Rosenbaum Grain Corp., commission merchants.*
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Rumsey & Co., grain commission.*
Schiffman & Co., P. H., commission.*
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(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Stuhr-Seidl, shippers grain & feed.
Van Dusen-Harrington Co., grain merchants.*
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OMAHA, NEBR. (Continued).

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McFadden & Co., C. C., grain commission.
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Walton Co., Samuel, grain and hay.*

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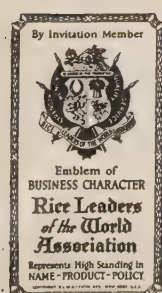


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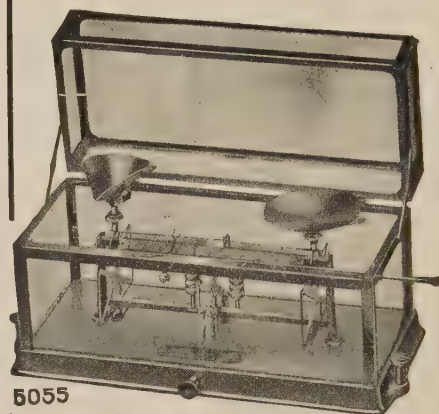
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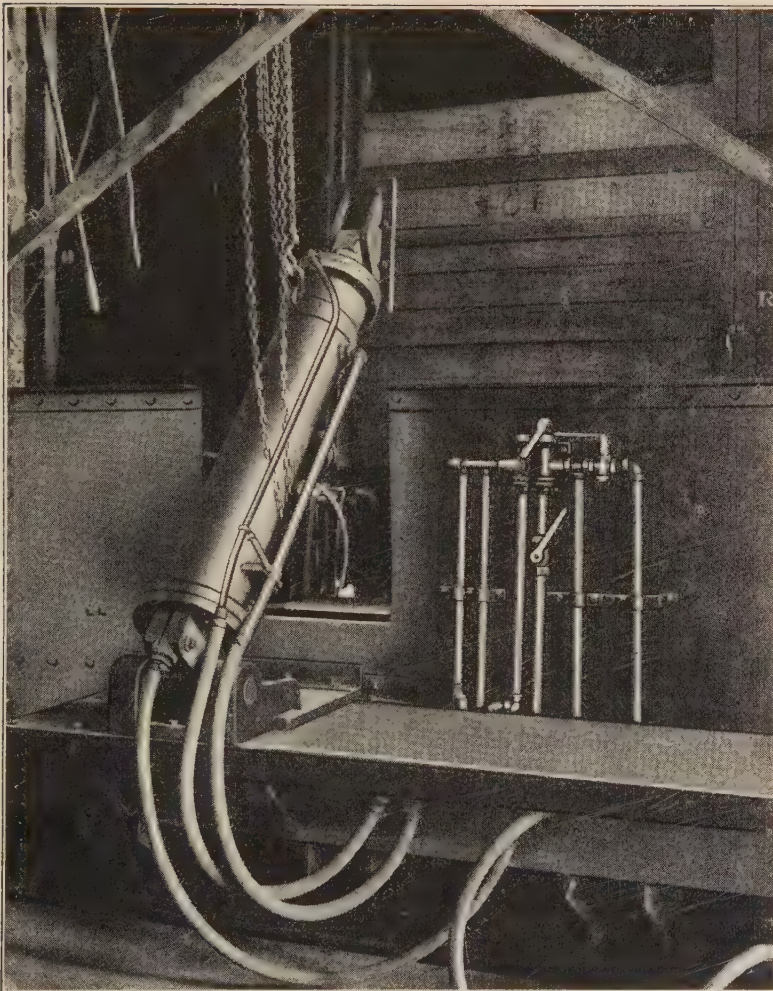
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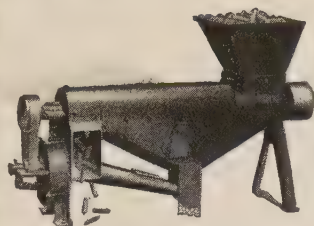
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2060-30

Wagon Loads Received

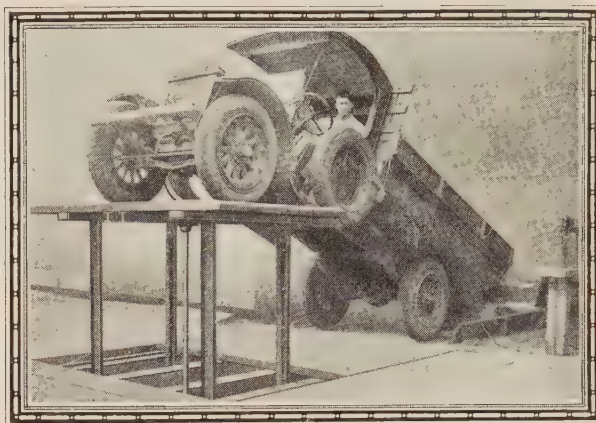
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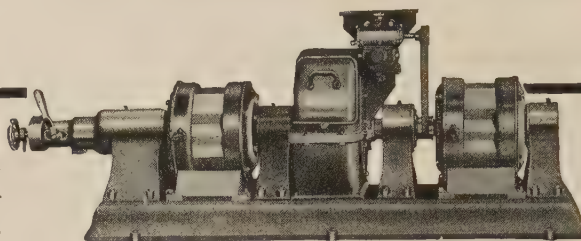
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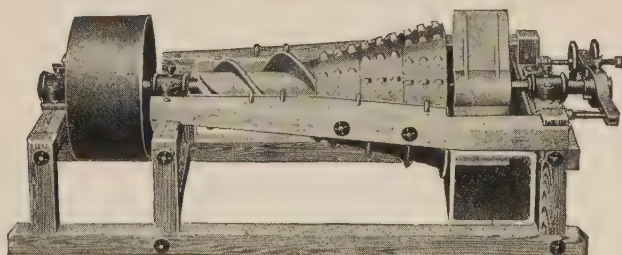
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Feed Mill	Storage Tanks
Fire Barrels	Spouting
Fire Extinguishers	Testing Apparatus
Friction Clutch	Transmission Machinery
Grain Driers	Transmission Rope
	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago

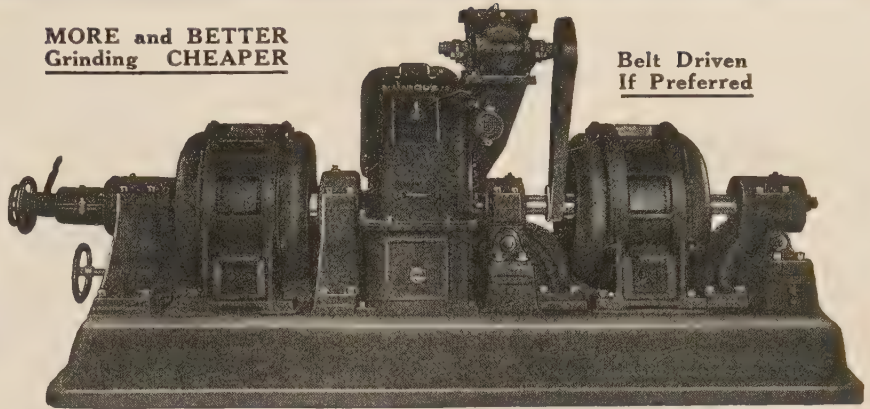
Will you continue to allow the profits of your elevator to dwindle during the slack season?

Or do you favor a proven source of income that carries all overhead expenses and ADDS TO the profits of your regular elevator business?

Many elevator managers have solved the problem of the slack season through the addition of a feed grinding business which has proven successful and highly profitable through the efficiency of the

**MORE and BETTER
Grinding CHEAPER**

**Belt Driven
If Preferred**



UNIQUE BALL BEARING ATTRITION MILL

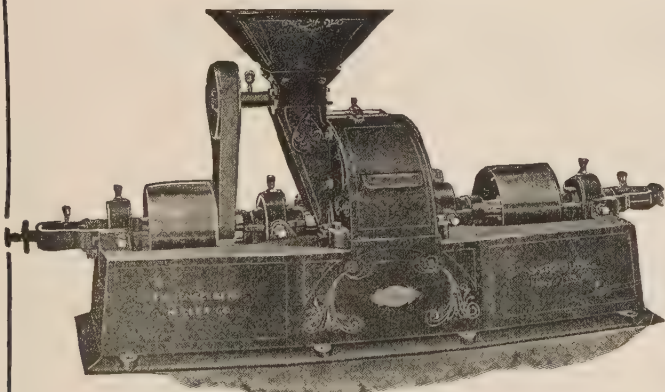
You, too, can establish a successful feed grinding business in your community. Your patrons have accepted your elevator as a natural market for their grain and they will also accept it as a natural source of obtaining feeds for their stock. Then there are the cattle and poultry raisers in your immediate community and in the surrounding communities who continually need feeds, and whose patronage will mean a substantial profit for you.

May we give you complete description of the UNIQUE Ball Bearing Attrition Mill—the mill that has proven to produce "MORE and BETTER Grinding CHEAPER?"

ASK FOR CATALOG No. 12—TODAY

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CHICAGO OFFICE, 516 F. C. AUSTIN BLDG.

The "HALSTED" HAS NO EQUAL



No Seal Rings
Scientific

Positive Feed
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

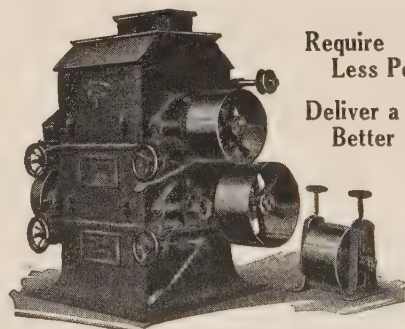
Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.
SYRACUSE, N. Y., U. S. A.

E H R S A M

One, Two and Three Pair High
Feed Mills



Require
Less Power

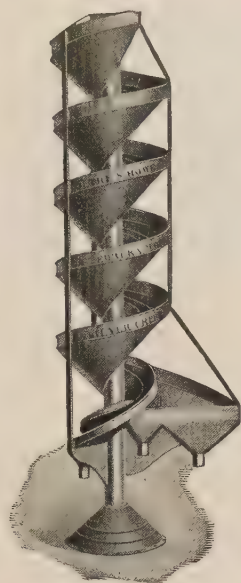
Deliver a
Better Product

Rolls cut especially for making cracked corn chicken feed, cut wheat. Also standard corrugations for corn meal and feed.

Send for Bulletin No. 20

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Enterprise, Kansas

Conceded to be the most ingenious thing ever invented for



SEPARATING VETCH FROM RYE

Automatic
No Moving Parts

Operates on the
Gravity Principle

Self-Acting
Requires No Power

Actually pays for itself
in a few weeks.

We'll test your samples and show you something interesting



S. Howes Co., Inc.
SILVER CREEK, N. Y.



ACCOUNTBOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is $8\frac{3}{4} \times 14$ inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs $2\frac{1}{4}$ lbs.

GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are $10\frac{1}{4} \times 16\frac{1}{2}$ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

COMPLETE SET FOR \$6.50

GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago.

Eliminate Weevil

with
Liquefied Hydrocyanic Acid

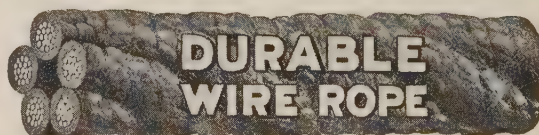
Developed for the elimination of Moth and Weevil in mills, elevators and grain in storage.

Endorsed by
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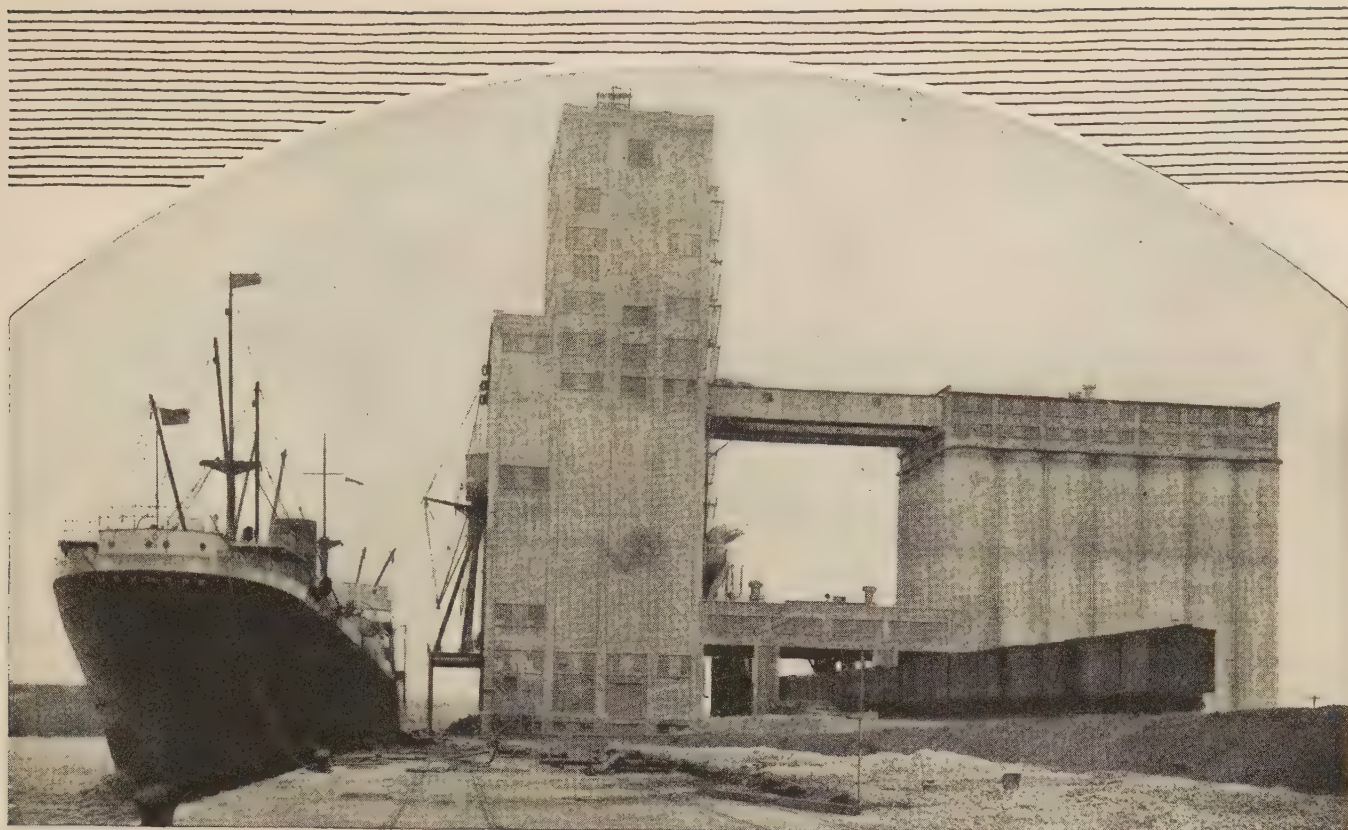
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WIRE ROPE**

For
Power Grain Shovels
Spout Hoists
Car Pullers
Jack Ropes
Pile Drivers
Elevators
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**ROEBLING BLUE CENTER
STEEL ROPE**

for severe duty, made of a superior grade of steel produced in Roebbling Furnaces.

JOHN A. ROEBLING'S SONS COMPANY
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A "Known Quantity" in Modern Grain Elevator Equipment

WEBSTER service to grain elevator engineers and builders is based on an intimate knowledge of the grain elevator business coupled with an unusual ability to meet its particular conditions. This service has years of background, experience, and development behind it. As a result Webster Grain Handling Equipment is a known quantity in modern elevator practice regardless of whether the equipment includes Marine Legs, Belt Conveyors, Elevators, Loading Hoppers, Spouting, or Power Transmission Machinery.

Engineers and Builders of Grain Elevators and Mills will therefore find it worth while to work with Webster Engineers on their grain handling problems. They will help you in selecting suitable equipment to meet your particular requirements. This service is at your disposal.

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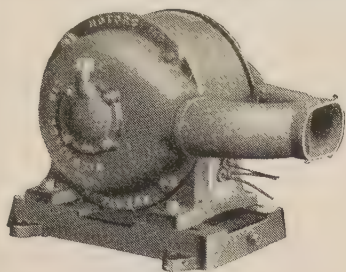
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A Dust Proof Motor

In the larger terminal elevators every effort is made to prevent dust explosions and resultant fires by housing equipment in casing.

By equipping your country elevator with American, enclosed, ball-bearing, self-ventilated polyphase induction motors you safeguard your plant. Besides it means a cleaner elevator, and reduced insurance rates. See that your elevator builder specifies it.

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We specialize in corrugated sheets for roofing and siding; also sheet metal work for elevators. Immediate shipment from Chicago.

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Highest quality for bleaching grains. Guaranteed 99.5% pure and entirely free from arsenic. Quick shipment from mines or nearby stocks.

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Order one on 30 days' FREE

TRIAL. Freight both ways paid by us if you don't find it worth the price and then some.

Get
it from
your dealer

The New Badger
ADVANCE
Car-Mover Co.
Appleton, Wis

Look for the word
"New Badger"—it
identifies our product

Record of Cars Shipped

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price Amount, Freight, Other Charges, Remarks.

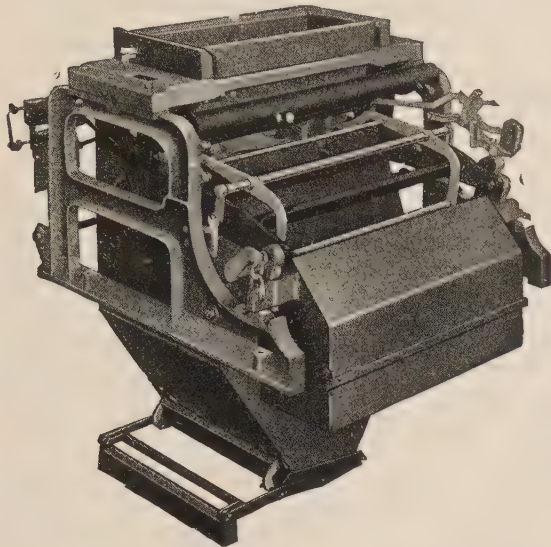
The book is 9½x12 inches, and contains 160 pages of edger paper 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners

Order Form 385. Price, \$3.00.

GRAIN DEALERS JOURNAL

309 S. La Salle Street, CHICAGO, ILL.

You Don't Have To Change Over Your Elevator At Heavy Expense To Install a Richardson Automatic Grain Shipping Scale



The new Richardson is self-aligning and no raising of head or expensive changes of spouting are necessary to put it in. Busy country operators swear by "Richardson Weights" and *they know*. Thousands of dollars are collected annually on weights registered over Richardson Scales.

RICHARDSON SCALE COMPANY, Passaic, N. J.
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The quickest way to supply your needs is to tell your wants to a sympathetic audience.

The "Wanted and For Sale" pages of the GRAIN DEALERS JOURNAL affords the largest and best medium to make your wants known.

Read what satisfied customers say:

"It pays to advertise in the GRAIN DEALERS JOURNAL. We have had several desirable replies to our Help Wanted ad."—Bloomington Mills, Bloomington, Ill.

"You need not insert our ad. again as we have found a boiler."—Hoerner Elev. & Mills Co., Lawrenceville, Ill.

"We have secured all the help we need from our adv. in the JOURNAL. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co., Clovis, N. M.

The charge for such announcements is small—only 25c per type line. Try them. Supply your needs quickly.

Grain Dealers Journal

309 So. La Salle St.

CHICAGO, ILLS.

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Elevator Buckets



"V" Type

A bucket for high speed and perfect discharge



"Salem"

Weller Buckets are well made and will give the service



We Also Make
Buffalo Favorite and Rialto Buckets
and a Complete Line of
Grain Handling Equipment

Write for prices

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*Do You Call in a Horse Doctor
When Your Baby Is Ill?*

Certainly Not—

Then why give serious consideration to a machinery salesman's prescription for your sick elevator?

Others have—Why not profit by their experience.

YOUNGLOVE CONSTRUCTION CO.
Sioux City, Iowa
30 Years of Practical Experience

FEED SYSTEM ENGINEERING

Feed Plant Designing
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CONTRACTORS GRAIN ELEVATORS
Mills and Warehouses
Especially Designed for Economy
of Operation and Maintenance
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Designers and Constructors of
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We make a specialty of Designing
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All Materials
We Also Do Repair Work

W. C. Bailey & Son
Contractors and Builders of
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We can furnish and install
equipment in old or new ele-
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capacity with less power
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Builders of
GRAIN ELEVATORS and COAL POCKETS
of the BETTER CLASS
Special study given to each plant—Each
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THE SPENCER
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Let
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design your new Elevator, or do
your remodeling, and you will
own a plant that is up-to-date
in every particular. Our Engi-
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Write or Wire Us
Wichita, Kansas

*A Kansas dealer, who advertised
his elevator for sale in the Journal, at
a stipulated price, received so many
replies from prospective buyers he
decided to keep it.*

P. F. McALLISTER CO.
ENGINEERS AND CONTRACTORS
Grain Elevators, Driers, Coal Chutes
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Tell us what you
need for your
Grain Elevator
and we'll tell you
where to get the
latest and best.

INFORMATION BURO
Grain Dealers Journal, 305 So. La Salle St.,
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FOR
Concrete Elevators
Townsend B. Smith

Designer and Builder
Decatur, Ill.

L. J. McMILLIN
ENGINEER and CONTRACTOR of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

GRAIN ELEVATOR BUILDERS

RELIANCE Construction Co.

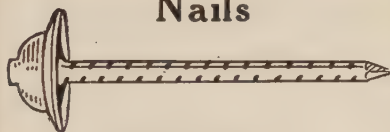
Board of Trade
Indianapolis, Ind.

Designers and Constructors
of the better class of grain
elevators—concrete or wood.

Siding and Roofing

Corrugated or Flat
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Immediate Shipment from Stock

Nails



Write—Wire—Phone



For elevator and mill supplies we
issue a net price catalog. If in
the market write us for one.

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

AFFIDAVIT OF WEIGHT

This form is used to make a sworn statement of the amount of grain loaded into a car.

Fifty affidavits in duplicate are bound into a book, size 5¼x8½ inches, printed on bond paper, with manila duplicates and two sheets of carbon, well bound in press board. Originals are machine perforated so they may be easily torn out. Each blank contains the following information:

....., being duly sworn, on his oath, says that on the day of 192..., he, acting as agent for at in the State of carefully and correctly weighed draughts on Hopper, Automatic, Wagon, Track Scales amounting to lbs. equal to bushels of No. and loaded direct or thru bin to car No. Initial for shipment to Messrs. at in the State of and that said car was in condition and properly sealed when delivered to the Railroad; with space for notary public.

Order Form 7AW, weight ½ lb.
Price 75 cents.

GRAIN DEALERS JOURNAL
309 So. LaSalle St. Chicago, Ill.

Janesville, Wis.—We wish to state that the Journal was found to be very interesting and we can frankly say one of the best grain papers put out.—L. J. Ashburn, The Ashburn Grain & Feed Co.

MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS
San Francisco Chicago New York Toronto

CRAMER BUILT

is the mark designating the best in Grain Elevator Construction at normal prices
W. H. Cramer Construction Co.
NORTH PLATTE, NEBR.
Plans and Specifications Furnished

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

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Designers and Builders of

MODERN MILLS and ELEVATORS

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SPRINGFIELD, MO.

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Flour Mills and Grain Elevators,
Warehouses, Power Plants and
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Preliminary Sketches and Estimates,
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BURRELL ENGINEERING & CONSTRUCTION CO.

DESIGNERS AND BUILDERS
ELEVATORS, FLOUR MILLS AND ASSOCIATED BUILDINGS
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Efficient Grain Handling

Can be accomplished only with an elevator designed and built for that purpose. This is characteristic of our elevators.

THE MONOLITH BUILDERS, INC.

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FEDERAL ENGINEERING CO.

Designers and Builders—Grain Elevators, Mills and Warehouses
TOPEKA, KANSAS

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

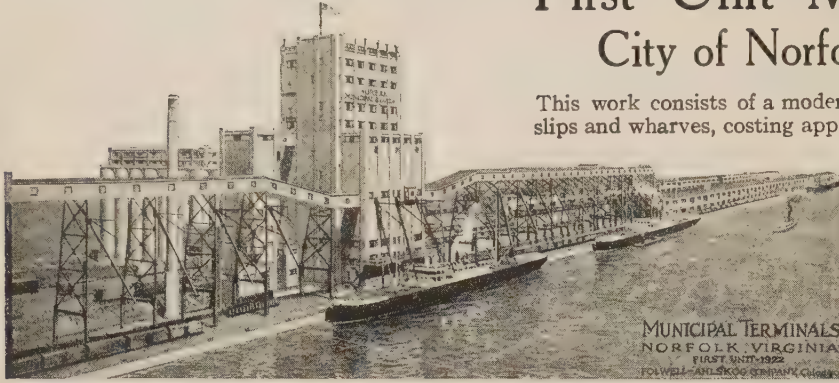
The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

Folwell-Ahlskog Co.

Engineers and Constructors

Chicago, Illinois, U. S. A.

The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

Four Stewart Link-Belt Grain Car Unloaders

Every day in every way we are designing and building better and better Grain Elevators.

We have built for many of your friends—Eventually we will build for you.

Why not now?

James Stewart & Co., Inc.

Designers and Builders

GRAIN ELEVATORS

In All Parts of the World

Grain Elevator Dept., W. E. Sinks, Manager
1210 Fisher Building, Chicago, Ill.



One of a

Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

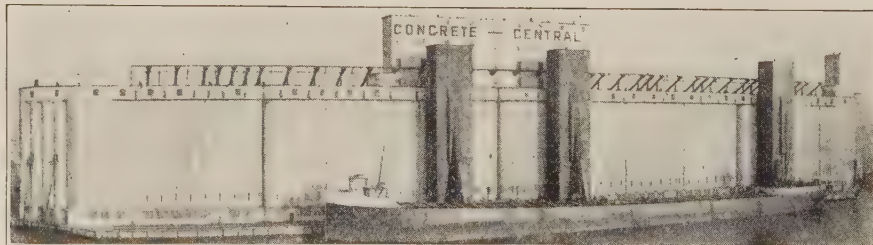
The Grain Growers' Grain Company, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William, Ont., Duluth, Minn. Minneapolis, Minn.

Operated by
The Eastern Grain,
Mill and Elevator
Corp ration



Concrete-Central
Elevator, Buffalo, N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company
Buffalo, N. Y.

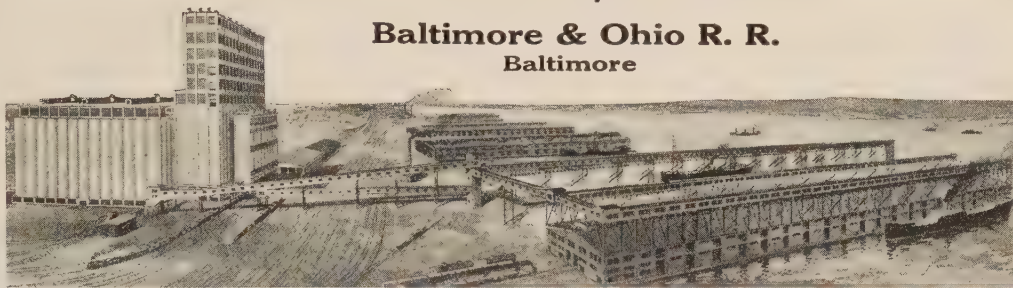


Western Terminal Elevator
Ft. William, Ont.
Now Under Construction

Fegles Construction Co., Ltd.
Ft. William, Ont. Minneapolis, Minn.
Engineers and Constructors

"A 1923 model that speaks for itself"

Baltimore & Ohio R. R.
Baltimore



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Grain Elevator Engineers

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Designing and Supervising Engineers
Grain Elevators—Flour Mills—Power Plants

GRAIN and COAL ELEVATORS
T. E. IBBERSON CO.
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MINNEAPOLIS, MINN.

WANT ADS

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

Columbus, Ga.—We consider the Journal the best and most complete magazine of the many we have seen recently. It covers the grain trade and items of interest to grain dealers thoroly, and we look forward with interest to receiving our copies twice a month.—W. H. Crawford & Co.

Coal Sales Book

For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done. It contains spaces for 6,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger, Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8½x14 inches and contains 150 numbered pages of superior ledger paper. Well bound with best binder board, covered with cloth, leather back, and round leather corners.

Order Form 44. Price \$3.00.

Grain Dealers Journal
309 So. La Salle St., Chicago, Ill.



Armour Grain Co.
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Northrup-King Co.
Minneapolis
Quaker Oats Co., 5
Plants
B. & O. Elevator,
Baltimore
J. C. Hunt Grain Co.
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**To Fit
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We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

Cyclone Blow Pipe Co.

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MAKING B/L BUSINESS MORE PROFITABLE FOR CORRESPONDENT BANKS & SHIPPERS—No. 8



When the Shipment Goes Wrong

Ninety-nine shipments may arrive on time and in good order, with payment promptly made and credited. The hundredth may go astray, arrive in bad order or encounter other emergency conditions.

In such cases the correspondent bank and its customer know that our experienced B/L organization is aggressively at work, whether at Chicago or in another city where our selected banking correspondent acts for us, doing everything possible to hasten delivery and payment.

As soon as definite information is at hand we notify our correspondent — by wire or telephone if authorized — and he, getting in touch with the shipper, can instruct us immediately on the disposition of the matter.

Most banks have customers who frequently encounter shipping emergencies and require this important type of service. As the B/L Bank of Chicago, we invite correspondence from banks which wish to offer their customers a thoroughly satisfactory B/L service.



UNION TRUST COMPANY

CHICAGO

**ONE-SHAPE
GRINDERS**

IT PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"I wish to express my appreciation of the long-lasting, trouble-proof B. Bowsher. Have used a No. 4 ten years & it is less than One Dollar per year for repairs." *E. W. Watt, Jacobburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND

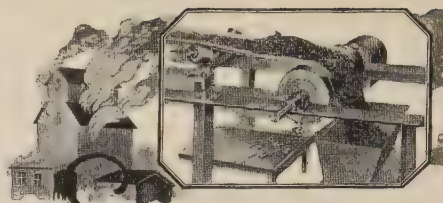
You Can Sell Your Elevator

by advertising directly
to people who want to
buy, by using a

**Grain Dealers Journal
Want Ad.**

WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.



Stop tramp iron before tramp iron stops you

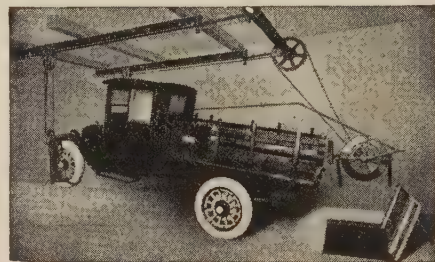
TRAMP iron is the mill's or elevator's greatest menace. In the rolls or grinders, or in touching other metal, it causes sparks. One little spark may set off a disastrous dust explosion of fire.

Stop tramp iron! Install Dings Magnetic Separators As shown above, they remove iron before it can do damage. Not even the smallest piece escapes. Endorsed by the National Fire Protection Ass'n. 4000 Dings in use!

Get the free bulletin. It also tells how the Dings saves bolting cloth.

DINGS MAGNETIC SEPARATOR CO.
642 Smith Street, Milwaukee

with
**Dings "High Intensity"
Magnetic Separators**



The McMillin Wagon and Truck Dump

Requires very small amount of power.

Simple to operate.

Can be operated by hand.

Few, if any, changes required in driveway for installing.

Smooth running.

All parts in plain view at all times.

Dumps shortest wagons and longest trucks into the same dump door.

Small additional cost and you can dump into any number of dump doors regardless of their distance apart.

Can raise to any angle stopping at any point desired.

No extra weight lifted when dumping.

For further information
Address

L. J. McMILLIN

525 Board of Trade Building
Indianapolis, Ind.

—First in Enterprise!
—First in Advertising!
—First in Circulation!
—First in News!

The Grain Dealers Journal

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

IOWA—Six elevators for sale. Doing a nice business. For particulars address 51U29 Grain Dealers Journal, Chicago, Ill.

NORTHERN ILLINOIS—3 country grain elevators for sale with lumber yard attached. All in good repair. Address 51W2, Grain Dealers Journal, Chicago, Illinois.

WISCONSIN—Up-to-date grain elevator and flour and feed house for sale or rent. Write Emil Hauterbrook, 1272 Walnut Street, Green Bay, Wisconsin.

CENTRAL INDIANA—One of the best elevators in Central Indiana for sale. Reasonable terms. Address H. M. Northrup, 959 Walnut Avenue, Frankfort, Indiana.

ILLINOIS—20,000 bushel capacity elevator in large city. Handles 200,000 bushels annually. Big feed business in connection. Address James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

NORTHWEST OHIO—16,000 bushel elevator for sale; no competition. In excellent condition. Good reasons for selling. For particulars address 51W26, Grain Dealers Journal, Chicago.

IOWA—Only grain, seed, coal and feed business at Iowa station. Property consists of two elevators, seed house, corn cribs, coal bins and residence. For price address 51W7, Grain Dealers Journal, Chicago, Illinois.

CENTRAL ILLINOIS—Two modern elevators for sale at adjoining stations, capacity 18,000 and 32,000 bushels. Handle 400,000 bushels grain annually, also side lines. Will sell one or both or consider partnership with right party. Address 51W16, Grain Dealers Journal, Chicago, Ill.

OHIO—Elevator, feed rooms and large cribs for sale; on private grounds on switch from Big 4 and Pennsylvania lines; 15,000 bushels capacity, splendid grain country. Good machinery in running order. Price and terms to sell. Address 51V19 Grain Dealers Journal, Chicago, Illinois.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

OKLAHOMA—12,000 bushel elevator with 400 ft. good trackage on Rock Island; good coal and feed business in new oil field with average daily cash sales of \$500.00 for the past six months. Good grain point; 12 good merchants on flour jobbing list. One good competitor. Would sell 200-ft. trackage separate. For particulars address P. J. Messer, Mgr. Farmers Co-op. Grain & Elevator Company, Sayre, Oklahoma.

NORTHERN OHIO—Bargain for quick sale. Well equipped elevator; 6 cars grain storage, 5 cars feed; excellent business location in center of farming and dairying community. Paved roads, 6 mi. to nearest competition. Doing \$75,000 business can be increased to \$100,000. Will lease 1-5 years option to buy or sell on terms. Other business reason for selling. Address 51V11 Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

EASTERN NEBRASKA terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

OKLAHOMA elevator for sale; 10,000 bushel house, cheap; good town; price right for quick sale. Address 51P18 Grain Dealers Journal, Chicago, Illinois.

STOP! If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

CENTRAL ILLINOIS—A 16,000 bushel capacity elevator for sale; electric equipment, on private ground. Price right for quick sale. Possession immediately. Can make terms. Address 51W15, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—Elevator with grist mill for sale, doing good business in town of 2,000; good schools and churches. No competition, good reason for selling. Address 411 Darcy Building, Joliet, Illinois.

NORTHWEST OHIO elevator for sale. Galvanized iron siding; in corn belt. Large crop to handle. No competition. Good schools and churches. A money maker. Address 51W27, Grain Dealers Journal, Chicago, Illinois.

CENTRAL MICHIGAN—Iron clad grain elevator and brick feed mill for sale, all equipped with up-to-date machinery and doing a good live business. Will sell home residence with business. Address 51W12, Grain Dealers Journal, Chicago, Illinois.

NORTHWEST MISSOURI elevator and coal business for sale. 5,000 bushel house. Price \$4,500.00; \$2,500.00 cash and balance to suit. Good chance for other side lines. Address 51T18 Grain Dealers Journal, Chicago, Ill.

NORTHEAST INDIANA—New 10,000 bushel capacity elevator for sale. Steel covered, modern equipped. Well located in good grain territory on the New York Central R. R. No competition; will sell account of health. For particulars address J. H. Knauer, Corunna, Ind.

INDIANA—On account of receivership I offer for sale a splendid little grain elevator doing a good grain, flour, feed and coal business at Maplewood, Indiana. Must be sold by December 5th. Walter H. Aiman, Recvr., Pendleton, Ind.

CENTRAL OKLAHOMA—75,000 bushel concrete elevator for sale, two story and basement; brick mill and warehouse 130x50, equipped for manufacturing feed; 100 barrels flour, 250 barrels meal. City 20,000 population, excellent sales territory and carlot business. Address Box G, Shawnee, Oklahoma.

NORTH CENTRAL MISSOURI—20,000 bushel capacity elevator for sale, best condition; iron clad, cribbed, good office. Full block clear deeded ground, long siding. No competition, surrounded by 10 miles square of level black soil, tiled farms. Town has 2 railroads; you should handle 125 cars corn this year. Sell cheap, part time. Harry C. Howard, Martin City, Mo.

ELEVATORS WANTED.

WANTED to buy or lease grain elevator in Eastern or Central Kansas. Address S. K. Hacker, Olathe, Kansas.

WANT to lease grain elevator at good grain point in Iowa, Illinois or Indiana. Address 51U20 Grain Dealers Journal, Chicago, Illinois.

WILL buy or lease with privilege to buy, a good elevator in a good territory and community. Address 51U22 Grain Dealers Journal, Chicago, Illinois.

WANT to exchange 20 acre tract of Rio Grande Valley Texas land, all in cultivation, for some good elevator station. Address 51U17 Grain Dealers Journal, Chicago, Illinois.

ELEVATOR FOR SALE—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

WANTED to buy or lease several elevators in Kansas, Nebraska and Missouri, north of Hutchinson, south of the Platte River and west of Princeton, Missouri. Will make you good proposition and try to put your elevator on a profitable basis. Address 51W10, Grain Dealers Journal, Chicago, Illinois.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

SPLENDID stock and grain farm, 160 acres, in corn belt of Indiana to trade for a good elevator in same state. Produced 35 bus. wheat, 50 bus. oats and 75 bus. corn per acre this year. Annual revenue last 5 years from gravel used on county highways, \$2,500. Write owner, Guy L. Kepner, Bunker Hill, Indiana.

ELEVATOR BROKERS.

J. D. CHANCELLOR & SON
Elevator Brokers,
515 Columbia St.,
Lafayette, Indiana.

ALWAYS HAVE GRAIN ELEVATORS for sale and would like to list a few more worth the money. Have buyers waiting.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

JAMES M. MAGUIRE,
6440 Minerva Ave., Chicago, Ill.

ELEVATOR LOCATION FOR SALE.

INDIANA grain elevator location for sale. Team scales, office, warehouse, 15 h. p. engine, seed and fertilizer house; five lots, where elevators burned on Big Four Railroad Switch, in Colfax, Indiana. Address F. W. Powers, owner, 128 North Grant St., West LaFayette, Indiana.

TO TRADE.

FOR TRADE—A choice 160 a. irrigated farm, all fenced and under cultivation; valuable water rights go with land. Land productive, good climate, good markets, close to town, clear, with perfect title. Will trade for one or two good grain elevators in northwestern Iowa, south-eastern S. Dakota or northeastern Nebraska. Address 51W6, Grain Dealers Journal, Chicago.

WILL TRADE for active going flour and feed mill, with established trade, giving you a 20,000 bushel first-class iron clad cribbed grain elevator, clear; favorably located for shipments Chicago, Kansas City, St. Louis. Town has 2 railroads. Want to include in trade good farm some incumbrance; located 60 miles out of Kansas City. Your milling plant must be good value. Abandoned mills not considered. Address 51W19, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

GOOD quarter section of Brookings County, South Dakota land to trade for grain or feed business. Address 51T8 Grain Dealers Journal, Chicago, Illinois.

TEXAS—Wholesale and retail flour, grain, feed and coal business in city of 7,000 located in lower Panhandle of Texas for sale, consisting of 50 barrel Anglo-American Flour Mill complete, now operating, three-pair-high roller meal and feed mill, 14,000 bushels iron clad elevator with ample warehouses, coal yard, brick office building and grounds (eight lots with 250 feet of best trackage in city.) All in first-class condition. Address Sewell Grain & Fuel Co., Vernon, Texas, owners.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

HELP WANTED.
WITH INVESTMENT.

WANTED—Person with \$10,000 to take charge of bonded warehouse in southwest, as lessee, custodian and should be a bookkeeper to insure protection to all interests. A good opportunity for mature person. Address 51V24 Grain Dealers Journal, Chicago, Ill.

MILL FOR SALE.

FOR SALE—One 25 barrel Midget Mill complete with bleacher, separator, three legs, equipped with belts and cups, other shaftings and pulleys. Price right, if taken at once. Address 51T14 Grain Dealers Journal, Chicago.

FEED MILL FOR SALE.

FEED MILL FOR SALE OR LEASE.
Will sell or lease feed plant. Excellent concrete building; large warehouses. Located on main line of I. C. R. R., 75 miles north of Memphis. Milling in transit arrangements for south and southeast. Address Dyersburg Milling Company, Dyersburg, Tennessee.

BAGS—BAGGING—BURLAP.

FOR SALE—2,000 second-hand cotton grain bags, 16 oz., 25c each f.o.b. St. Louis. Large or small lots. Foell & Co., 123 Market Street, St. Louis, Missouri.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.
WM. ROSS & CO., 409 N. Peoria St., Chicago.

THE WANTED—FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.
Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

MISCELLANEOUS.

FOR SALE—20-50 pound Howe Scale weights. In good condition. Chas. Love, Macon, Ill.

NAMES OF POOL MEMBERS WANTED.

Wanted, names and addresses of farmers sued by wheat pool for non-delivery of grain contracted. Address 51W23, Grain Dealers Journal, Chicago, Illinois.

STOP! READ! THINK! This advertiser writes—"Your service brought me 24 replies." We can do the same for you. Don't wait, write NOW.



A cyclone in the true sense of the word has force of air without any back draft.

The New "1905"
Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

*The Knickerbocker Co.
Jackson, Mich.*

Proof Positive
of Invincible Quality

Recent Contracts for INVINCIBLE MACHINES were placed by such internationally known concerns as:—

Pillsbury Flour Mills Co.
New Mill, Buffalo, N. Y.
98 Machines

Quaker Oats Company
New Mill, Peterboro, Ont.
20 Machines

Baltimore & Ohio Ry. Co.
New Elevator, Baltimore, Md.
10 Machines

The significant thing is not alone in the fact that these orders came to us, but that all three companies have been using INVINCIBLE MACHINES for years.

The highest degree of perfection in the finished product is never attained except by the employment of Machinery of First Quality.

Quality is Inherent in Invincibles

Invincible Grain Cleaner Company
Silver Creek, N. Y.

Representatives in—

Minneapolis, Chicago, Kansas City, Indianapolis, Remont, Ohio; Bristol, Tenn.; Philadelphia, San Francisco, London, Eng.

SITUATION WANTED.

POSITION wanted as manager of grain elevator by man with 10 years' experience in buying and selling grain, lumber and coal. A1 references. Address 51W22, Grain Dealers Journal, Chicago, Illinois.

SITUATION as solicitor wanted by a man of experience and wide acquaintance in Illinois, Iowa and South Dakota. Well posted; first-class references. Address 51U3 Grain Dealers Journal, Chicago, Illinois.

MANAGER with twelve years experience operating grain elevator, feed milling, coal and side lines desires position with farmers' company in Ind. or Ohio preferred. Best of reference. Address 51T13 Grain Dealers Journal, Chicago.

GRAIN man, 42 years of age and with college education desires to make connections with some reliable grain concern. Have had 18 years experience in all phases of the terminal grain and elevator business with special reference to physical handling and marketing of grains. Can arrange to give services at an early date. Address 51V15 Grain Dealers Journal, Chicago, Illinois.

WANTED a position as manager of farmers co-operative company by married man with family. Now employed but wish to change Jan. 1st, 1924. Have been in present position as manager of elevator and lumber yard for 10 years and can furnish excellent reference and bond in any amount. Also have experience handling implements. I am a land owner and have the interest of the farmer at heart. Prefer Dakota or Nebraska. Address 51V17 Grain Dealers Journal, Chicago.

SCALES WANTED.

WANTED—Second hand scales to weigh flour and meal. Write Beaver Bros., Hillsboro, Ohio.

SCALES FOR SALE.

SECOND HAND SCALES for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

FOR SALE—One ½ bu., two 1 bu., four 3 bu., one 4 bu., and one 6 bu. Richardson Automatic Grain Scales, some new. One 5 bu. Fairbanks Automatic. One 5 bu. and two 6 bu. Richardson Sacking Scales. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

ENGINES FOR SALE.

20 H.P. Otto gas engine, friction clutch included. Have installed motor. For a real bargain write J. C. Lilley & Co., Burns, Kansas.

ONE 6 H.P. Fairbanks-Morse type Z gas engine for sale. Used less than 60 days. Will sell cheap. Write The Lone Rock Exchange Company, Lone Rock, Iowa.

REPLY REGARDING MY AD. I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

ONE 25 H.P. Charter Gas Engine in good condition for sale. Also 400-ft. transmission rope in good condition. Have installed motors. Whiting Farmers Co-op. Elvtr. Co., Whiting, Ia.

MACHINES FOR SALE.

ONE Adjustable Giant Bean Picker for sale. Write E. S. Danner, Muir, Michigan.

MATTOON Car Loader for sale. In first-class condition. Address 51V9 Grain Dealers Journal, Chicago, Illinois.

FOR SALE—One Ellis Drier, capacity 350 bushels per hour; in good condition. Will sell cheap. Address 51W24, Grain Dealers Journal, Chicago, Illinois.

ONE No. 20 Sprout Waldron Attrition mill for sale with belt drive. One Bowsher Mill size 10, also one 45 h.p. 4 cylinder engine. For prices write H. M. Cressey, Elwood, Iowa.

10,000 BUSHEL steel grain tank for sale, good condition; fine track scale. 25 h.p. engine and boiler, good condition. Western corn sheller for sale very cheap. Write Wabash Grain Co., Oaktown, Indiana.

BRAND new 8 bushel Fairbanks Automatic Scale for sale. This scale has never been out of the crates. Reason for selling have purchased larger size. Address George Schissel, Vincent, Iowa.

REBUILT ball bearing attrition mills for sale, 22" Unique, 22" Bauer, 24" Monarch. 50 bbl. No. 2 Midget complete new \$2,250; several J. B. mills different sizes. Address Box 357 C. S., Toledo, Ohio.

DO YOU WANT A MACHINE that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

FOR SALE.

1 U. S. Standard Hopper Scale, 9,000 lbs. capacity, used but little.....\$125.00
1 Double spout air-blast car loader..... 50.00
1 6 h.p. and two 3 h.p. type "Z" Fairbanks-Morse Engines, never uncrated, less than cost.
Farmers Co-op. Mfg. & Merc. Ass'n,
Lucas, Kansas.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.
Geo. J. Noth, Mgr.,
9 S. Clinton St. Chicago, Ill.

MACHINES FOR SALE.

ONE Rice Buckhorn Machine for sale, practically new. Priced to sell quick. Address Funk Bros. Seed Co., Bloomington, Ill.

ONE NO. 8 Hess Grain Drier for sale at a bargain; in first-class condition, ready to erect immediately. Address 51W29, Grain Dealers Journal, Chicago, Illinois.

FOR SALE—5 Attrition Mills; Some Feed Rolls; 4 Bowsher Mills; Grain Cleaners; Elevators; Dust Collectors; Motors; Engines; Pulleys; Shafting; Hangers. Write us for prices on your requirements and save money. A. D. Hughes Co., Wayland, Michigan.

SAVE YOUR MONEY. Write us for prices on new or used Separators—Oat Clippers—Corn Shellers and all kinds of Elevator Machinery, Elevator Buckets—Manila Rope—Fibre Clad Wire Power Shovel Ropes—Belting, etc. Also new and used pulleys. Standard Mill Supply Co., Kansas City, Mo.

FOR SALE:

1—125 h.p. Steam boiler.
1—100 h.p. Automatic Atlas Engine.
1 Rope drive with shafts, idlers all complete with about 400' of good hemp core cable.
1 Rope drive same as above, 700'.
1—72" Pulley, 10" face, friction clutch attached.
1—66" Pulley, 10" face, friction clutch attached. (Both of these clutches are muer steel plate and pulleys are for 3 7/16" shaft.) All in first-class condition. Any part or all of the above at sacrifice prices. Inquire Crabbs Reynolds Taylor Co., Crawfordsville, Ind.

MACHINES WANTED.

WANTED—A portable car loader that will load 300 bushels per hour. Address J. R. Helman, Bloomer, Ohio.

WANTED—No. 4 Standard Jay Bee Hammer Mill, must be in good condition and a bargain. Also split drive pulley. Farmers Elevator Company, El Reno, Oklahoma.

WANTED—We want to buy a machine to make single loop bale ties. Please quote price and furnish full description. Mississippi County Elevator Co., Charleston, Missouri.

WANTED—Second hand overhead, steel roller wagon dump, also second hand 28 to 30 h.p. boiler will stand test of 125 to 150 lbs. pressure and 120 feet 12 inch elevator belt cups attached, second hand in good condition. Address 51W8, Grain Dealers Journal, Chicago.

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

SEED OATS WANTED.

WANTED—Two or three carloads of Missouri, Iowa or Illinois grown dark mixed or black variety of oats of good quality, that would be suitable for seeding purposes. Prange Milling Co., New Douglas, Illinois.

Bargain Sale in Soiled and Shelf Worn Books.

Sales, Shipments and Returns.

One copy of a combined sales and shipping ledger with double page forms for complete detailed information on returns from each shipment. Index and space for 2,200 carloads. \$2.25 and postage. Order "Soiled 14AA."

Record of Purchase and Sale Contracts.

One copy designed to meet the demand for a record enabling the dealer to balance his purchases and sales and determine instantly amount of each grain long or short. \$2.00 and postage. Order "Soiled 18P&S."

Clark's Double Indexed Car Register.

One copy of a quick index to records of all cars handled \$1.75 and postage. Order "Soiled 42."

All these books are from our regular stock of quality books, but have been soiled in shipping or damaged at conventions.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago Ill.

SEEDS FOR SALE—WANTED

FOR SALE in carload lots either straight or mixed. Common, Siberian, hog and early fortune millet seed. Red and black amber cane, sudan grass. Write or wire for prices and samples. Reimer-Smith Grain Company, Holyoke, Colorado.

WE have a limited amount of choice high grade clover seed free from buckhorn for your farmer retail trade. Let us have your orders promptly. Kinsey Bros., North Manchester, Ind.

Helpful Books FOR Carlot Grain Handlers

Clark's Decimal Wheat Values: These tables are the same as described above, with the exception that they cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvass. Order Form 33X. Price \$2.00.

Purchase & Sale Contracts is a new book. designed to meet an ever increasing demand for a record which will enable the dealer to balance his purchases and sales contracts to determine instantly whether he is long or short. Left hand purchase page column headings are: Date, From Whom, Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks. Right hand sales page column headings are: Date, To Whom, Bushels, Grade, Shipments, Price, By Whom, How and Remarks. Book contains 80 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in heavy canvas. Order Form 18 P&S. Price \$2.75.

Clark's Decimal Grain Values: Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$5.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

NUNGESSER-DICKINSON SEED CO.

New York, N. Y.

BUYERS AND SELLERS

Clover and Grass Seeds

Field and Grass Seed Trade Directory

ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.
Johnson, Inc., J. Oliver, seeds, humus, etc.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.
Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., seed merchant.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.
Minneapolis Seed Co., field seeds.

NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

ST. LOUIS, MO.

Agricultural Seed Co., cow peas.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

LOUISVILLE SEED COMPANY

Incorporated
Louisville, Ky.

Headquarters for

RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES

OUREN SEED CO.

Council Bluffs, Iowa

Buy and Sell Red, White and Alsike
Clovers, White and Yellow Blossom
Sweet Clover, Alfalfa, Red Top, Blue
Grass and all Seed Grains

HAY WANTED.

SHIP YOUR HAY

to
ALBERT MILLER & CO.

192 N. Clark St. CHICAGO, ILL.
Good Sales—Prompt Returns



SEND FOR THIS BOOKLET

It will show you how you can get better paint protection for less money. It tells just why

DIXON'S SILICA GRAPHITE PAINT

is the best protector for metal surfaces and explains in detail how it is possible to get such long service from it. Dixon's Paint is made in four colors and first quality. The pigment is flake silica-graphite and the vehicle pure boiled linseed oil. Write now for this Booklet No. 15B.

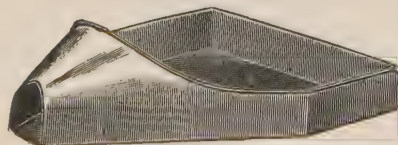
JOSEPH DIXON CRUCIBLE COMPANY

JERSEY CITY, N. J.

Established 1827



GRAIN SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Seed Size, 1½x9x11", \$1.80.

Grain Size, 2½x12x16½", \$2.15.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill.

SEEDS FOR SALE—WANTED

MINNEAPOLIS SEED CO. MINNEAPOLIS MINN.

We are Buyers and Sellers,--TIMOTHY-CLOVERS-MILLETS
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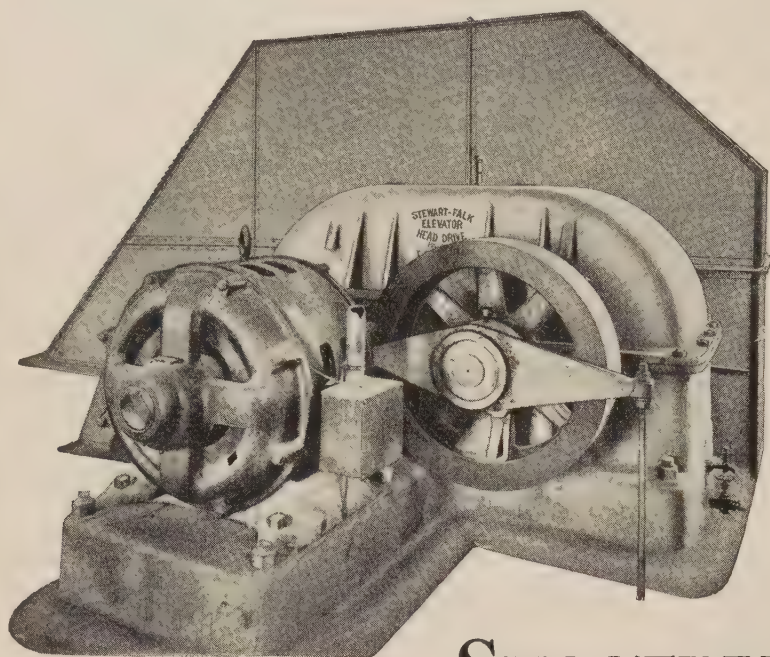
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Falk Herringbone Gear Elevator Head Drive. This is one of 19 in the Northern Central Elevator at Canton, Baltimore, Md.

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Smoother Power—as produced by Falk Herringbone Gear units—is bound to result in lower operating costs throughout the years of service—

—and operating costs always furnish the true standard of economy. Initial purchase price never does.

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HERRINGBONE GEARS

GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, NOVEMBER 10, 1923

GRAIN ELEVATORS are selling at such reasonable figures in some states the wonder is many more changes are not made.

BUCKWHEAT, according to the various crop reports published elsewhere in this number, is a short crop so there will be a stronger demand for non-scratching substitutes.

CHANGES ARE being made so rapidly in firms operating country grain elevators the receivers who do not correct their lists daily must be wasting a fortune on mail sent to defunct concerns.

THE GREAT NUMBER of truck dumps being installed in the country elevators does not lend support to the agitator's claim that the farmers are all broke. Who pays for the trucks they haul their grain to market in? Surely not the agitators.

MANY NEWS ITEMS in this number telling of the building of new and the overhauling of old elevators indicate a remarkable activity for this season of the year and doubtless reflect greater activity in elevator improvements of all kinds next spring.

AS THE LOADS OF grain hauled to market at most stations have increased in weight, it has become urgently necessary for elevator operators to install heavier, stronger, and more reliable wagon scales so as to equip them to determine the weight of all loads more accurately. This will surely work to their own profit as well as prove more satisfactory to all farmers.

THE INCREASING NUMBER of country elevators which are being equipped with feed grinding machinery is decidedly encouraging. A good feed mill helps to draw business to the elevator, gives more complete occupation for power and help, and provides a profitable outlet for off-grade grain.

A NEBRASKA ELEVATOR operator who was caught on a shaft recently threw off the belt and thereby saved his life. When he is able to be around again, doubtless he will build a guard around that offending shaft. The next time it might get a strangle hold on his clothing before he could throw off the belt.

THE PROMPTNESS WITH which would-be grain shippers have been supplied with cars this fall indeed affords great encouragement to grain elevator operators for the future. If every railroad was permitted to earn reasonable profits, all would have greater encouragement to exert themselves to provide better service.

IN NEARLY EVERY number we record the starting of one or more fires by an overheated exhaust pipe from gas engine. This number is no exception. It is such an easy matter to protect exhaust pipe by guarding it from all wood that elevator men owe it to themselves to correct this hazard and keep it corrected.

GRAIN DEALERS who have operated country elevators with reinforced concrete basement, foundation and dump sinks could not be induced to erect a house with an old style foundation. The relief from rodents, and the saving of grain as well as the saving of labor in attempting to salvage spills makes the old style house obsolete and among the real undesirables.

CHANGES ARE MADE in grain rates so frequently and so often without the knowledge of your station agent it may pay you well to glance over our department devoted to "Changes in Rates" in the hope of learning of a rate reduction that will help you in marketing your grain. The new schedule of rates may be in the barrel down at your station, but the station agent does not always know it.

ON THE PACIFIC coast stealing wheat from a warehouse is really a serious offense. One man recently convicted has gone to the pen to serve two to fifteen years. He would be much better off if he had decided long ago to get along without wheat. With such rigorous enforcement of the law against grand larceny, the grain elevators and warehouses of Washington will not need to maintain night watchmen.

A MICHIGAN elevator lost part of its roof recently when the dry shingles appointed themselves a reception committee for a few warm locomotive sparks, and a South Dakota elevator was burned by locomotive sparks. So many grain elevators are sacrificed each year to locomotive sparks one would think no grain dealer would dare tolerate a wood shingle roof. All the mutual fire insurance companies levy an extra charge for maintaining such a hazard, and some of them long since stopped accepting new risks having combustible roofs.

"NEW CORN RUSH" cards are being posted on cars of damp corn with profit to shippers and advantage to the railroads. These cards impress the train crews with the fact that new corn is perishable and its movement to destination must be expedited.

FLY WHEELS OF ALL engines and machinery generally should be safeguarded against employees coming into contact with the moving machinery. Unless this is done sad accidents are sure to occur with grievous frequency. One Michigan elevator manager who recently slipped on a greasy floor and fell into the fly wheel of the gasoline engine lost his head because no safeguards had been placed about the fly wheel. Are you taking similar chances? Can you afford it?

WHILE THE AGITATORS who pretend to be supporters of the wheat growers persist in their loud proposals of new remedies for relieving the wheat producer, the farmers manage to plant a larger acreage of winter wheat than last year. The soil conditions were so nearly perfect this fall they could not resist the temptation to speculate a little on getting a profitable price for a big crop next year, yet the agitators will keep right on talking whether the price goes up or down. They want the farmer's membership fees and dues.

THE COUNTY AGENTS received a severe scoring at the recent meeting of the Ohio Grain Dealers Ass'n. It seems that many of these men, who are employed to promote the cause of better agriculture, devote their time to attempting to conduct a purchasing department with the result that their friends invariably pay more money for an inferior article than what they could have obtained first class feed or coal for from the local merchants. These merchandising ventures of the county agents do not help the farmers and surely do not promote the cause of better agriculture.

NEW CORN CONTAINS so much moisture that it seems certain many country elevator operators who are now ignoring the moisture test must suffer heavy losses. One Ohio dealer at the recent meeting in that state admitted buying a lot of corn and learning to his sorrow that it was too wet even to shell. The shrinkage in new corn containing 25% moisture is sure to be heavy during the next three months and those who buy corn heavily laden with water must make allowances for a heavy shrinkage else they will have an unexpected shrinkage in the cash invested in the corn.

BUYING GRAIN by grade is the only safe way for any country elevator operator. All must sell their grain purchases by grade, and unless all purchases are classified by the same grading rules prevailing in the selling market, then buyer can not hope to form a dependable estimate of how much he will lose on the purchase. Buying grain by kind rather than by grade always penalizes the careful, intelligent farmer who strives to bring high quality grain in prime condition to the elevator, and the practice hands an unearned premium to the sloppy farmer who doesn't care what his soil produces so long as he gets enough of a crop to keep him out of the poor house.

MANY disputants are now talking loudly about co-operative marketing when they mean wheat pooling ass'ns. All the clear thinking managers of co-operative elevators have been actively lined up against the pools from their inception. Their knowledge of existing marketing methods convinces them that the proposals of the pool promoters are impractical and will greatly increase the cost of marketing the farmers' wheat.

THE SUCCESS OF creditors' committees in conserving the assets of bankrupt receivers is truly worthy of unlimited commendation. Settling the affairs of bankrupts through representatives of the courts has always been so long drawn out and the fees so extravagant that the assets of bankrupts have been dissipated before the creditors were called in to weep over the remnants. The creditors' committees of the grain trade have invariably made a good showing for their work.

THE BURNING OF an Iowa elevator reported in this number as the direct result of the derailing of six tank cars containing gasoline and oil raises the question as to whether or not the Milwaukee Railroad will hide behind its ground lease in attempting to escape all liability for the damage done. An elevator at Kirkpatrick, Ind., was burned some five years ago as the direct result of the derailing of cars laden with gasoline. In that case the elevator owners compromised their claim for 50% of their loss. An elevator at Delphi, Ind., was destroyed as the result of a wreck on the Wabash Railroad some eight years ago and up to the present writing no damages have been collected. The Wabash being in the hands of a receiver, bitterly contested all efforts to get damages. In the light of the destructive wrecking of freight trains it surely behooves every elevator owner located on railroad ground to refuse to sign a ground lease releasing the railroad from responsibility for such damage to elevators.

RESUMPTION of trading in puts and calls may be a long way off but the circular to the trade from the grain exchange supervisor at Chicago will have an important educational effect. His circular brings out the fact, now shown by actual experience and forecasted in the Journal when the Capper-Tincher bill was proposed, that much business would be diverted to Winnipeg, where puts and calls are legal. One big trader told the supervisor that he traded in 40 million wheat in Winnipeg during the last year and in only about 20 million at Chicago, this being the result of put and call trading at Winnipeg. One solicitor informed him that in July this year his customers had trades to the amount of 5,700,000 bus. in Winnipeg, all of which originated thru puts and calls. A large volume of trade always has a sustaining force, and privileges made for a large volume of business, the tax reports of the Internal Revenue office for the month of April, 1921, showing calls alone to have been traded in to the extent of 331,286,000 bus., and as puts, which are not taxed, were in about the same volume, the total must have been about 662,000,000 bus. per month or 8,000,000,000 bus. a year. Will the senator from Kansas explain what benefit his prohibition of puts and calls has been to the farmer?

"EXCESSIVE MARGINS" have always served as a red flag for the agitator to wave in the faces of friendly farmers but the closer the grain growers have come to an accurate knowledge of the margins of grain elevator operators, the smaller they seem to be and none of the farmers who have been conducting co-operative elevators in Ohio are now disposed to look upon these margins as being anywhere near excessive. Infinitesimal margins which long have been common in the grain business are directly responsible for most of the disastrous failures among the country elevator operators. Operating expenses have been greatly increased during the last six years, yet many elevator operators persist in attempting to continue business on the old narrow margins with the natural result. The trouble with most of the elevator operators is that few of them have an accurate knowledge of present day costs of marketing grain. If dealers knew exactly what it is costing them today, none would attempt to work on the narrow margins so commonly used.

POOL MEMBERS who are penalized for selling wheat under contract to pools, to elevator operators are not accepting the penalty with good grace. In fact the things they are saying about the pool managers would indicate that they are sorely grieved. It is perfectly natural that any wheat grower should become dissatisfied when he learns that wheat is being marketed by the pool manager at less than others get for it. Then too, the expenses of operating the pool and of soliciting new members adds greatly to the cost. The loss of interest on the money held back by the pool manager often amounts to more than the margin usually taken by operators of country elevators. It is fair to presume that the more the farmers learn about the workings of the wheat pools the fewer of them will be enticed to join them. Their methods of marketing are so extravagant the cost is invariably several times as much as has been charged heretofore by country elevator operators and they assumed all the responsibilities of marketing the farmer's wheat.

WRITTEN CONTRACTS covering agreements to be carried out in the future have long been customarily made, in recognition of the law against enforcement of oral contracts. On sales where the transaction is closed on the spot and with no agreement as to the future it has been commonly accepted that a written statement of the transaction was unnecessary. Many grain dealers assume that when they take in and pay for a wagon load of grain that ends it. Now, however, a clever farmer in Oklahoma has proved the law to be different by coming in after a rise in the market and claiming the delivery was not a sale but an oral agreement to hold in store to be sold at his option later. What is more, he got judgment against the farmers elevator company, as reported elsewhere in this number of the Journal. Therefore it behooves all buyers of grain to hand the seller on receipt of grain a written document stating the grain is sold. If not so stated on the weight ticket the fact the sale was closed might be put on the check given in payment, stating the amount was in full for grain sold.

POOLING the American wheat surplus as proposed by the agitators of the Utah Wheat Growers League would no doubt provide many fat jobs for the pool promoters and help the export wheat trade of Australia, Argentine, India and Russia, while the wheat growers of Canada and U. S. would hold the bag and foot the extravagant bills of the false leaders.

GOVERNMENT interference with enterprise is attacked in the suit brot by 19 railroads which filed a brief in the Supreme Court last week declaring that the section of the Transportation Act requiring the prosperous roads to divide with the Government their earnings in excess of 6 per cent was an unconstitutional restriction of the carrier's right to dispose of its earnings. As the federal government does not guarantee earnings it has no right to dispose of profits. If this contention of the carriers is approved by the court, and the prospects are that it will be, there is in sight the cheering prospect for the roads of the better class that the government will be compelled to return the money, and that the rewards of good management will go to the managers and stockholders, where they belong, rather than to maintain moribund streaks of rust. Such a court decision will greatly stimulate investment in railroad securities and thereby provide the funds for new lines and new rolling stock.

SHORT SELLERS who have been "feeling for the top" by selling the May, the July and the September futures all spring and summer whenever the price got above 75 cents only to cover at a loss around 85 to 90 cents, and who repeated their tactics on the late rise in the December future to 79 cents can not extract much comfort from the visible supply of corn in the United States, which is down to 808,000 bus., the smallest in 26 years, while the Nov. 8 government report shows farmers to have only half as much corn back in the country as they had a year ago. As it is not on record that cash corn has remained at a premium of 15 to 25 cents above the futures for an entire year, the fact that cash corn has ruled at that premium most of this year can be due only to an exceptional cause such as the Capper-Tincher law, which has prevented the futures from advancing to the cash price, by discouraging speculation. The fact that the futures have been so low relatively to the cash has been damaging to the country elevator operators and the dealers who tried to protect themselves by hedging. One farmers elevator company in Illinois took in a lot of corn from many of its stockholders on storage. When the corn was shipped on account of lack of room, the hedge was bot in at a loss, and still later again the farmers came in to settle when the price had advanced another 20 cents a bushel. This elevator company laid down and demanded that the stockholders settle at 15 cents under the market price and thus stand half of the loss due to the enforcement of the Capper-Tincher law. Now a regular dealer who formerly operated an elevator at this station is being urged by the disgusted farmers to build an elevator and re-engage in the business, so that when they store grain they can be sure of getting the advance in price. Repeal the Capper-Tincher Law and the markets will function normally.

Playing Into the Hands of the Pool Promoters.

The failure of numerous attempts to pool the marketing of wheat growers' crops would seem to be sufficient to prompt every man of ordinary intelligence to stop and consider whether or not it would be practicable to market wheat through a pool more profitably than through the established marketing channels. Lawyers who are paid handsome retainers for drawing up ridiculous pooling contracts can not be expected to refuse to help out the farmers at so much per help, but when politicians without any investigation of the matter persist in recommending marketing pools, the natural conclusion is that in their hysterical anxiety to win the support of the farmers they are grabbing at pooling regardless of the fact that none of the grain pools have succeeded.

The latest champion of the wheat pool is Eugene Meyer, whose preconceived report to The President is quoted extensively elsewhere in this number. Mr. Meyer did not go to the grain exchanges or to grain dealers familiar with existing methods of marketing wheat to find out what is the trouble, neither did he go to the farmers, but he conferred with the radical agitators who have found it so easy to mislead the farmers with their impractical marketing schemes. It is clearly evidenced that Mr. Meyer did not start out with a desire to learn the true cause of existing conditions of the wheat farmer. His sole interest and purpose was to learn how he might win the sympathy and support of the voting farmers.

One would naturally presume that whenever an emergency arises in connection with the marketing of wheat in this country those honestly interested in learning the cause of the trouble would go direct to grain men of experience who have devoted their lives to the problems of marketing wheat. Thousands of grain merchants have made a special study of marketing wheat on narrow margins and it is reasonable to presume that their years of experience and study have equipped them to solve all grain marketing problems much more successfully than all the politicians and the loud mouthed agitators could ever expect to do. In hope of diverting attention from his own motives, this shrewd "investigator" sounds the warning that politics must not be mixed with any pooling program. Up to the present writing no grain pool has marketed any grain for less than double what would have been paid to the regular grain elevator operator for marketing the grain and assuming all the hazards of ownership.

Pools simply afford to agitators a new method of throwing dust in the farmer's eyes while they exact fees and dues from his pocket-book. In few sections has any wheat pool done any business the fourth year after organization. The wheat growers get wise to this expensive method of marketing their grain and engage in some other line or rent their farm to a relative until the contract period has expired.

The attempt of the petty politicians to help and encourage the pool promoters is simply a turning of the wheat growers over to the promoters in the hope of winning their votes; a near-sighted deal which must bring deep disappointment to all concerned.

Corn Grading Low on Account of Moisture.

Ever since the new crop of corn began to move old corn has commanded a big premium that has had the effect of keeping up the price of the new that was dry enough to grade well. Old No. 2 yellow sold at 99 cents at Chicago Nov. 10, and new No. 3 that was dry commanded 92 cents, while No. 6 went for 80 cents.

As usual right after harvest the new corn contains much moisture, and as stated by the dealers present at the Ohio meeting reported elsewhere in this number of the Journal, will not do to ship until dried out naturally in the course of time, or artificially.

Statistics of corn arriving daily show that the country dealers are letting the corn go to market with considerable moisture and suffering the discount because they have no driers. On Nov. 10 at Chicago out of 76 cars inspected in, 36 graded No. 6 or sample, or almost one-half. A month earlier when much old corn comparatively, was coming in, only 42 out of 155 cars received Oct. 10 graded No. 6 or sample.

Stocks of old corn are so completely exhausted that the demand for corn dry enough to stand shipment to a distance is bound to continue long enough to warrant the investment immediately by the country dealer in a drier of capacity suited to his needs. By drying the corn he takes in the dealer will be performing an economic service to the country by saving the crop, and like everyone who performs a real service he has his substantial reward in the profits of the business, besides the satisfaction of knowing that when he accepts a bid for No. 3 he will be able to deliver that grade.

Protein Tests and Appeals at Kansas City.

The directors of the Kansas City Board of Trade have promulgated new protein regulations to govern cash wheat trading. Protein tests made on wheat offered for sale on the floor must be exhibited and made a part of the trade. The Kansas state laboratory and the Southwestern laboratory are designated as official laboratories to furnish protein tests and all adjustments are to be made upon the basis of such tests. The special protein committee recently appointed is made permanent and is delegated to obtain uniform and dependable tests and to secure co-operation between the laboratories, the inspection departments and the board of trade sampling department.

It is provided that re-check tests be secured along the lines of re-inspections. If the re-check test is more than .12 of one per cent below the original test the cost of the re-check shall be paid by the seller; if within .12 of one per cent of the original test or higher, the change shall be paid by the buyers.

Demurrage charges, etc., accruing because of obtaining re-check tests are to be assessed with the re-check charges.

Appeal protein test may be had by either the buyer or seller, but only after a re-check test has been obtained. The appeal test must be obtained by the seller. An appeal-check test sample must be submitted to both official laboratories and if the two tests are within .16 of one per cent of each other, the average of the two will be the appeal-check test. If tests are not within 1.6 of one per cent of each other two more tests must be made and the average of the four will be the appeal-check test. The appeal-check test fee will be \$2, which will be collected by the board of trade sampling department, which is designated as being the intermediary in appeal and re-check cases.

THE MOST powerful state-owned radiophone broadcasting station in the United States is situated in the dome of the capitol building, in Jefferson City, Mo., this state being one of the successful pioneers in broadcasting Government market news and agricultural information. Why should the Government engage in the collection and dissemination of news—when private enterprise already serves the public with authentic information far more expeditiously?

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

S. P. 8762 passed thru Berwick, Ill., south-bound Oct. 16, leaking wheat near door post. No chance to repair.—Wm. Watson, mgr. Berwick Grain & Supply Co.

I. C. R. R. 38743 going north thru Kankakee, Ill., Sept. 5th, 11:30 a. m., leaking corn.—Kankakee Farmers Grain Co., W. A. Pegram.

C. B. & Q. 103864 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

C. B. & Q. 99663 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

N. & W. 67328 passed thru Atkinson, Ind., Aug. 31, leaking oats at side door. Car was sealed. No chance to repair.—Atkinson Grain Co.

Erle 110520, loaded with yellow shelled corn at Swan Creek, Ill., passed thru Roseville, Ill., Aug. 29 leaking thru siding which was loose at sill. No chance to repair.—Isaac C. Pratt.

Its Success Is Your Success

If you're working for a firm, work to beat the band.

Make the firm successful!

Just act as though the whole blame thing was resting in your hand.

Make the firm successful!

Just use your brain and plan to have each bit of work you do

Make the firm successful!

Remember you yourself will be a huge success if you

Make the firm successful!

If you can't work the proper way, resign at once—

This very day. And thus unwittingly you may

Make the firm successful—The Gimlet

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Transferring Grain by Air.

Grain Dealers Journal: Our first elevator here was situated 1,500 feet away from navigable water. Our second elevator was situated on the river bank, and in order to transfer wheat from the inland elevator it has been necessary for the past few years to load this grain into cars, costing cooerage and switching and time of loading and unloading.

We have now installed a 12-inch pipe three feet underground, with a Connersville Blower at the inland end and a Connersville Blower used as a sucker at the river end. This pipe is 1,500 feet long and the blowers are run by a 150 h.p. motor at each end. The demand load is approximately 225 h.p. and transfers wheat at a little over 3,000 bushels per hour. There is no noticeable degradation of the wheat of any kind. There is apparently no wastage from dust in the exhaust, and we expect the capacity increased when the pipe smoothes up inside. This air conveyor is operated only at night when power is cheap, consequently it costs us about \$3 for transferring 20,000 bushels as against a former charge of \$180 for the same work by car, besides cutting the capacity of the elevators in half through cumbersome handling. We anticipate using this method of transferring grain also as a drier by heating the air at the intake end with our drier coils at the inland elevator.

The installation was done by the Fegles Construction Co., and the design was made by the Guarantee Construction Co.—Very truly, N. M. Paterson & Co., Fort William, Ont.

Nothing to Be Gained by Pooling Grain.

Grain Dealers Journal: I have read with interest the articles in the Journal for Oct. 25th by Mr. Stream, president of the Chicago Board of Trade and also by Mr. Frederick B. Wells of Minneapolis. Both articles are interesting and emphasize certain features against co-operative marketing of grain. It seems to me that there are two features that have not been emphasized sufficiently by these writers, nor in fact by others that I have noticed.

One is that the distinction between perishable and non-perishable products don't seem to have been emphasized as it should be. My understanding is that the greatest benefit that has come to these commodities has been in standardizing their products, organized effort pushing them into consumption and with large sums spent in advertising.

In the case of the Burley Tobacco in Kentucky and Virginia, also in certain sections for cotton, a great deal of time and effort was given to establish grades that the buyers could depend upon, and the organizations are permitted to grade the products according to these rules.

Now all of this work and all of the advertising that has been and is being done for these products would do very little if any good on grain because the grain business is so thoroughly organized in grading and handling at terminal markets.

A good deal of the work that is being done against the present grain handling business is because the farmers and general public do not understand existing methods and the impossibility of farmers taking this business over and handling it successfully.

Wide publicity is being given to co-operative marketing of live stock and the success it is proving to be. No one denies that a large volume of business saves in expense, but of great importance to the seller is the price ob-

tained and I wonder if the co-operative selling agents get prices equal to what the trained and experienced salesman of old established live stock commission companies get? If this information could be reliably obtained it would be interesting. Who will get it?—M. McFarlin, Des Moines, Iowa.

Winning Back Strayed Patrons.

Grain Dealers Journal: Dealers doing a large credit business are likely to lose a great many accounts by not keeping a careful check on the regularity of their patronage. Customers might become offended at some trifle and transfer their business elsewhere, when, the possibilities are, if the dealer knew it, and took action at the time, he could regain their good will and save these accounts.

A dealer friend of mine solved the problem by watching carefully for "missing accounts" and, when one turned up, pursued the following plan to bring the customer back into the fold:

At the time for sending out monthly statements, he would prepare a special statement for the lost account, inserting, in the "amount" column, three ciphers, 000. When the statement reached the customer, it aroused his curiosity. He would then read a neatly typed message, in the space where the "items" are listed, which would explain the situation, something on this order: .

"Brother: You have stopped trading with us. The loss of a customer is keenly felt by us. If we have been remiss in something, kindly let us know and we will endeavor to satisfactorily adjust the matter. We trust that the next statement sent you will have different figures on it."

This plan proved very successful for, in most cases, the customer would forget his grievances and resume trading with him, feeling, no doubt, that his business was really appreciated.

I have tried this scheme on farmers who have taken a portion of their crop to a neighboring town with pleasing results and I believe every country buyer could use it to his own advantage. Gettem Back.

Pleased by Admission of Failure.

Grain Dealers Journal: I was surely pleased to read the proof of the failure of the Wheat Growers Ass'n of North Dakota on page 531 of the Journal for Oct. 25. One would think that after all their wild claims about efficiency and economy the pool promoters would have kept that report on the cost of handling the 1922 crops under cover. With a record for marketing wheat at a cost of 13.7c a bushel, no association is in a position to make very attractive promises to prospective patrons.

I have been in the grain business for twenty-two years and my average net returns on handling wheat has been less than 3c a bushel, and it must borne in mind that some crops I handled on a rising market and made a much greater net profit than I expected when I purchased wheat from the farmer. While the net returns on some crops were high, the net losses on others were also high.

The record of the North Dakota Ass'n helps to prove that men who have no experience in marketing grain can not be depended upon to market any of it more efficiently, more economically, or more expeditiously than the grain merchants who have specialized in finding a profitable market for farmer's grain through all the years.

No farmer would attempt to fill his own teeth or conduct his own lawsuits. The grain business is a real business, meriting the honest endeavor of men who are willing to devote their entire time and energy to it, and those men are entitled to a fair compensation for their services just as much as the lawyer or the dentist and what is more, the grain merchants will market the farmers grain and assume all the hazards and responsibilities of marketing it for a much smaller margin than any of the so-called marketing associations or pools can do it. Yours for Better Conditions.—Joe Torrence.

Watertight Basements.

Grain Dealers Journal: I note inquiry in the Journal for Oct. 25th, asking if basements can be waterproofed without a drain. I do not know if this party means the dump or the whole basement of the building. If he means the basement the cost for so large a space would be rather costly to guarantee a waterproof job.

The trade should know we have not used a steel pan in the pit of elevators we design for some eight years. It matters not the depth, width or length of a pit we waterproof them. We have built them in all kinds of soil. In places where the pit was excavated this would fill to the top with water. In quick sand, in running water and every other condition.

One cannot be advised how to do this as in about every instance some one slips and the work is of no value as water protection. It is simply re-inforcing steel, cement, good concrete material and water and knowing how, nothing else.

Many of our good customers have been advised by so-called elevator repair men, or equipment salesmen, and by those claiming to be elevator builders of experience, Water can be concreted IN, but NOT OUT. We have convinced some this is a fact. At Earley this season, the elevator owner was so certain this could not be done after being given advice from several sources, that he put in a steel pan big enough for a garage. We do not blame the trade for accepting this good advice about leaking concrete. Watertight concrete seems to be one of the impossibilities from some engineers' standpoint. Some machinery salesmen also have a way of convincing elevator owners they are the only ones who can give expert advice in building and repairs.—Very truly, Younglove Construction Company, J. F. Younglove, Sioux City, Ia.

Use of Water Transportation Would Help.

Grain Dealers Journal: As a move toward relieving the prevailing wheat situation, the President informally suggested to the Railroads that they reduce the rates on export wheat and increase export coal rates. This, from President Coolidge's point of view would increase foreign demand on wheat and thus take care of the surplus, and would discourage the exportation of coal and thus eliminate domestic shortage. However, as was generally expected, the administration's proposal met with a polite refusal, the railroad officials maintaining that a reduction in freight rates would not increase the foreign demand to any appreciable extent.

It occurs to me that a good solution of the problem would be a development of the waterways, and a concerted move on the part of grain shippers to transport their products by water, rather than by rail. It is generally known that water transportation is considerably cheaper than rail, and there is no reason why wheat cannot be shipped over the water route as well as land.

The water course is slower, true, but what of that? Wheat is not perishable, and can easily withstand a long journey without being subjected to deterioration. If more shipping was done by water (and there is even now a considerable amount transported thru the Great Lakes) there would be no necessity for considering the question of time, which seems to be the sole advantage which rail transportation holds over water.

On looking back over the 1922 rates from Chicago to New York by rail, it is found that wheat cost 18 cents per bu., while the rate by water was 11.34 cents per bu. This year the freight rate by rail, for wheat, is the same, and the water rates about 12 cents per bu. It can be seen from these figures that a marked difference exists, and this difference could just as well go to the farmer as to the railways.

Water transportation of grain to the gulf is small at the present time, but it is only a ques-

tion of time before a good business will be developed on the Mississippi. It is the opinion of the vessel agents that, should a concerted move be made to ship by water, the railways would promptly reduce their rates to conform to the water rates. So much the better, but it should be considered that, if the shippers go back to rail transportation, the same condition now existent would repeat itself. It would therefore be still necessary to carry on water transportation.

So while Washington is groping about for means to relieve the wheat situation, why don't the grain shippers take things in their own hands and put forth an organized effort to force down freight rates by using more freely the Great Lakes and the Mississippi? That, without doubt, is the real straw for which the farmer has been grasping.—R. A. L.

Lake Shipments of Wheat Show Spurt.

Grain shipment by boat has taken a decided spurt at Fort William, Ont., according to the latest reports of loadings there. A fleet of 18 grain boats was in the harbor, Nov. 9, loading at the elevators, while Nov. 8 clearing totaled 1,937,000 bus. of which 227,000 bus. went to Duluth, notwithstanding the 30 cent duty per bu. on Canadian wheat. The largest cargo leaving Nov. 9 was 380,000 bus. of wheat bound for Buffalo. Four freighters averaging 416,000 bus. each, left port Nov. 8, all bound for Buffalo.

A ten year loading record at Fort William was broken when the Western Terminal Elevator loaded 130,000 bus. of wheat into the hold of the S. S. Brown in sixty minutes. The previous record was established by Elevator B in 1913, when 114,000 bus. were placed into the S. S. Matheson in one hour.

Asked— Answered

[Readers who fall to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

What Is Fair Cost of Electric Current?

Grain Dealers Journal: I note that many country elevator operators are installing feed grinding equipment to be operated by electricity. I would be pleased to know what is a fair charge for electric current for running a grain elevator and a feed mill combined. There is some prospect of electric current being supplied to this town soon, but I have not been able to get any definite information as to how much current will cost. My presumption is that the management is first anxious to learn how profitable is my business in order to establish the schedule of rates which they think I can afford to pay. The experience of other dealers in buying current will be greatly appreciated.—F. A. Cranson.

Failure to Handle Car to Best Advantage?

Grain Dealers Journal: A country shipper invoiced me for a car of No. 3 yellow corn, furnishing certificate of weight and grade, stating grade to be No. 3 yellow corn to arrive cool and sweet, test of moisture 17.2 per cent, at a price, f. o. b. shipper's track. Car originated at an Ohio point, N. Y. C. Railroad,

was routed via Nickel Plate to Buffalo, N. Y. On arrival of car same graded No. 4 yellow 18.2 per cent moisture and consignee refused car.

Immediately on receiving information that car was refused I wired the shipper that car was refused, owing to corn not grading as per contract, requesting him to advise and received a wire in reply to handle car to best advantage. I then instructed one of the elevators at Buffalo to dispose of this car to the best advantage which they did at a certain figure. After they had disposed of the car, which was to run further east, they found that the billing had been killed thru billing, therefore were compelled to charge me local rate from Buffalo to destination. Was the elevator company, who sold this car for my account, at fault by not investigating the billing before disposing of the car, in order to avoid this extra added expense, if not, is the shipper liable for this extra expense, as well as all other expenses, such as weighing, inspecting, commission to the elevator for sale, car service, reconsigning, etc., all of which was incurred thru grain not grading as per original contract.—Eugene H. Suerken, Erie, Pa.

Ans.: As soon as the shipper instructed buyer to handle the car to the best advantage, the car was taken out of the contract; and the buyer had no more responsibility than a commission merchant, and not even that if he was not to make a charge for his services. If the buyer used his best judgment and it turned out badly the seller has to stand all the loss.

Shipper still owes the buyer on this contract, a car of corn, which will have to be settled for by mutual arrangement under the rules of the trade.

Under the law the elevator company which blundered can not be made to make good the loss, unless it was paid for the service and guaranteed to get the best price, which is unlikely, so that the shipper will have to stand the loss, as the elevator company was merely an agent in the eyes of the law.

In arbitration it is most likely the arbitrators will compel the elevator company to bear the loss due to its carelessness, in which case the arbitration should be between the seller and the elevator company, the broker not being liable after having turned over the car to a reputable elevator company for disposition.

Hi Overbidder Is Forced to Buy a Cob Burner.



Non-Observance of Transit Rules?

Grain Dealers Journal: I understand that there have been some test cases up for settlement on the matter of alleged non-observance of ratio on flour and feed shipped against wheat billing, under the milling in transit tariff. I am wondering relative to the outcome of any of these cases.—A. F. G.

Ans.: Investigation from a reliable source did not bring to light a record of any test case having been made on the matter of alleged non-observance of ratio on flour and feed shipped against wheat billing. The Central States Millers' Organization with Mark N. Mennel, of the Mennel Milling Co. presiding as chairman, held a meeting last month in Toledo, with E. N. Dickey, chief inspector of the Central Railway Inspection and Weighing Bureau and Mr. Dickey explained to the satisfaction of the organization the fairness of the ratio ruling. The millers agreed to co-operate on this ruling in the future and some of the members of the organization even took steps to adjust back shipments, wherever possible.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Nov. 13-14. The National Council of Farmers Grain Dealers Ass'ns, at Des Moines, Ia.

Nov. 20-21-22. Nebraska Farmers Grain & Live Stock State Ass'n, at Omaha, Neb.

Dec. 1-2-3. South Dakota Farmers Grain Dealers Ass'n, at Mitchell, S. Dak.

Dec. 3-4. American Corn Millers Federation, at Chicago, Ill.

Feb. 5-6-7. Illinois Farmers Grain Dealers' Ass'n at Peoria, Ill.

Sept. 22-23-24. Grain Dealers National Ass'n at Cincinnati, O.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

ILLINOIS.

Springfield, Ill., Nov. 7.—Corn husking results were rather disappointing in northern Illinois. Husking was delayed in the central and south on account of wet weather, and considerable corn is down. The rains caused some damage in the central counties of Illinois. Wheat is doing nicely.—Clarence J. Root, meteorologist.

Manito, Ill., Nov. 3.—Corn husking has begun in this locality and much of it is very light, owing to the early frost. Old corn all marketed and some new ear corn being sold. Much feeding being done which will decrease the amount to be marketed. More cow peas raised here this year than ever before making an abundance of good hay besides fertilizing the land and making a good crop of peas which are now being thrashed. Quite a lot of wheat yet on the farms.—Smith-Hippen Co., Inc., by A. R. Harbaugh, mgr.

INDIANA.

Millgrove, Ind., Nov. 7.—Corn is 85% crop.—W. M. Groves.

KANSAS.

Norton, Kan.—Nekoma, Kan.—We have had two failures of crops here.—Nekoma State Bank.

Halstead, Kan.—We are having more than our share of rain here this fall. Farmers have been unable to get their wheat all sowed.—Farmers Co-op. Grain & Merc. Co.

Riverdale, Kan.—There is not 10% of the fall wheat sown to date in Summer Co. account wet weather. Acreage will be short here the coming year. Our corn and oats were a short crop here as well as the wheat crop.—Fred Strong.

MINNESOTA.

Kinbrae, Minn.—Oats and corn crops very good.—J. W. Kroske.

Rushford, Minn., Oct. 29.—Farmers are not selling their grain freely.—M. Johnson.

Minneapolis, Minn., Oct. 25.—The quality of the new corn in this territory is proving much better than has been anticipated. One car new corn from Central Minnesota in today grading 2 yellow; quite a little new 3 yellow corn coming also some 4 and 5 account moisture. Farmers very busy everywhere picking corn, and until this is completed movement of grain will be light. Corn ears running very large which will mean good yield, and unless we get an unusual amount of rain before picking is finished quality should be the best for years.

MISSOURI.

Jefferson City, Mo., Nov. 10.—The Missouri corn yield at 30 bushels per acre is equal to 1921 and better than since 1917 when the yield was 35 bushels per acre. Northern counties run from 33 to 35 bushels, middle 29 to 34, southern 16 to 31, with the low yields in the southwest. The portion merchantable is 81%, which is less than last year, due to chinch bugs, rains, and windstorms, especially throughout the central counties, and frost damage in the southeast. Cribbing is beginning late and will not be general before the middle of November. Corn is too sappy for marketing and frosty, clear weather is being needed. Wheat seeding was delayed in the northwest and central counties from rains, and work continued late into October, and some wheat was sown after November 1st. Wheat is coming up to a good stand and the soil has plenty of moisture. The heavy late rains, interfering with seeding, influenced the expected acreage of the later summer in some counties. Winter wheat seeding acreages will be announced in December.—E. A. Logan, U. S. Dept. of Agri. and Jewell Mayes, Mo. State Bd. of Agri.

MONTANA.

Froid, Mont.—It is about half crop here this year.—Farmers Elevtr. Co., O. M. Rogney, mgr.

Terry, Mont.—Approximately 75,000 more bus. of corn than wheat were raised in Prairie County this year, according to Mayor Frank L. Pat-

erson. This indicates a decided trend toward the raising of corn in that region, as, last year, the ratio was about two to one in favor of wheat. Mr. Patterson states that the yield is from 25 to 40 bus. of corn per acre, against 8 to 15 bus. of wheat. The quality of corn is better this year than last, and the inference is that an even greater crop of corn will be planted next year.

NEBRASKA.

Kimball, Neb.—Crops badly damaged by rust this season in this section.—The Western Wheat Co., H. M. Welsh, sec'y-treas.

Upland, Neb.—Condition of corn in this territory is good except for an excess of moisture. Condition of wheat is good, some damage by grasshoppers to early sower.—Duff Grain Co.

NORTH DAKOTA.

Selfridge, N. D.—The wheat crop was fair this season. Threshing is about completed.—Selfridge Equity Exchange.

OHIO.

Beach City, O., Nov. 2.—Crop fair, wheat good.—F. B. Schlafly.

Alliance, O., Nov. 2.—Corn was nipped in the making. Oats fair, many badly weather stained. Never had nicer wheat, free from cockle and cheat.—John Garman of Garman Bros.

Greenville, O., Nov. 2.—We find in the territory I travel that corn will be about 25 per cent short in quantity, being a little on the chaffy order. In Southern Ohio and Southern Indiana wheat was of fine quality.—D. E. Horn of E. A. Grubbs Grain Co.

OKLAHOMA.

Imo, Okla., Nov. 6.—Growing crop looks very good.—Imo Grain Co.

Government Crop Report.

Washington, D. C., Nov. 9.—The crop reporting board of the bureau of agricultural economics makes the following estimates for reports of its correspondents and agents:

	Production (000 omitted).	Yield per Acre.
	1923. Harvested, 1917-21 (Prelim.)	1922. Average. (lim.)
Corn, bus.	3,029,192 2,890,712 2,931,271	29.4
Wheat, bus.	781,737 862,091 834,801	13.4
Oats, bus.	1,302,453 1,201,436 1,377,903	31.9
Barley, bus.	199,251 186,118 191,970	25.0
Rye, bus.	64,774 95,497 70,324	12.4
Buckwht., bus.	14,511 15,050 14,935	18.8
Hay, all, tons.	102,914 112,791 99,485	1.35
Flaxseed, bus.	19,343 11,663 9,718	8.5
Rice, bus.	132,737 41,965 41,002	137.1
Sorghums, bus.	103,506 90,381 103,356	18.8
Beans, bus.	14,936 11,893 13,025	11.9
Brn. crn, tns.	68 35 50	279
Clovers'd, bus.	1,121 1,875 1,530	1.5
Peanuts, lbs.	647,589 623,507 1,025,347	705

d Pounds. f Forecast from condition October 1. i Principal producing states.

CORN.

	Yield per Acre—	Production (000 omitted).
	1923. 10 Pre-Yr. lim. Av. (Prelim.)	1922. Harvested, 1917-21. Avg. (lim.)
	Bus. Bus.	Bus. Bus.
Pa.	40.0 42.2	61,040 69,212
Va.	29.0 26.9	53,563 53,312
N. Car.	22.5 20.1	56,835 50,520
Ga.	12.2 14.8	49,215 52,620
Ohio	41.5 39.0	161,808 149,097
Ind.	38.5 36.0	185,300 176,805
Ill.	37.5 33.5	337,312 313,074
Mich.	35.0 33.1	59,010 60,716
Wis.	37.0 38.1	81,733 93,300
Minn.	36.0 35.3	156,132 131,307
Iowa	40.7 38.6	424,379 455,535
Mo.	30.0 26.1	191,880 175,275
S. Dak.	34.0 29.0	141,780 110,038
Neb.	34.0 25.3	277,848 182,400
Kan.	23.0 16.6	134,849 98,391
Ky.	28.5 26.9	89,632 88,060
Tenn.	24.5 24.9	73,941 75,440
Ala.	14.5 15.2	45,892 50,932
Miss.	14.5 17.6	35,960 51,065
Tex.	18.5 20.8	90,095 114,580
Okla.	11.5 17.8	36,800 57,600
U. S. ...	29.4 27.0	3,029,192 2,890,712 2,931,271

Weight Per Measured Bushel.—Wheat, 57.4 pounds, against 57.7 last year and 57.7, the ten-year average; oats, 32.1 pounds, against 32.0 last year and 31.9 the ten-year average; barley, 45.3 pounds, against 46.2 last year and 46.1, the ten-year average.

Corn.—Stocks of old corn on farms Nov. 1 estimated at 83,357,000 bus. (2.9 per cent of 1922 crop), compared with 177,287,000 bus. a year ago, and 128,763,000 bus., average of the preceding five years.

Oklahoma City, Okla., Nov. 2.—The Oklahoma State Board of Agriculture reports that grain sorghum was materially affected by the drouth and hot winds with the result that a low average yield was realized. The estimated yield per acre this year, is 12.8 bus. compared with 13.5 bus. last year. This is the lowest yield since 1918 which was 10 bus. per acre. Based on 1,494,000 acres, the production for 1923 runs 19,123,000 bus. The yield of sorghum for forage is 1.8 tons per acre.

Oklahoma City, Okla., Nov. 10.—In no section of the state, with the possible exception of the extreme southeast, will there be any surplus of corn for shipping. The low production of the corn crop makes it necessary that practically every section of the state will have to ship in more or less corn. The carryover from last year's crop is only 806,000 bushels, or 1.4 per cent of last year's crop. Last year the carryover was 3 per cent, two years ago 5 per cent, and three years ago 1 per cent.—Carl H. Robinson, U. S. Dept. of Agri.

SOUTH DAKOTA.

Java, S. D., Oct. 29.—Small crops are very light here this year. Corn crop is good.—Java Equity Exch.

TEXAS.

Booker, Tex., Oct. 27.—In some sections of the country very little wheat was harvested on account of drouth, and at this time much broom corn and other crops have suffered badly on account of wet weather. Up to date something more than 40 inches of rain fell in 1923 in sections of this Panhandle country.—A. F. Brown.

Buckwheat Crop Reports.

Wisconsin Rapids, Wis., Nov. 2.—The buckwheat crop shows a decrease in acreage of about 40 per cent, compared with last year.—The Jackson Milling Co., by A. C. Madsen.

Benton, Pa., Nov. 3.—The buckwheat yield and acreage is about the same year after year in this section. The crop is nearly all in. We are in the market for car lots.—Benton Roller Mills, by John J. Mather, prop.

Lena, Wis., Oct. 31.—The buckwheat crop acreage around Lena this year is about 15 per cent less than last year, while the yield is reported to be not over 50 per cent of 1922. Frost nipped the buckwheat crop this year.—J. N. Bassett.

Toronto, Ont.—The Ontario Department of Agriculture reports that 230,276 acres of buckwheat were sowed in 1923 which is a marked increase in acreage over the four preceding years. In 1922 the acreage was 197,812, compared with 147,944 acres in 1921, 143,204 in 1920 and 178,569 acres in 1919.

Hingham, Wis., Nov. 1.—Our buckwheat crop generally follows the pea crop for the canning companies. Being a dry year the acreage was about one-half. An early frost in September ruined a large percentage of that seed before it was filled or ripe. I should judge our buckwheat crop is about one-third an average year's crop.—J. H. Huyck.

Plainwell, Mich., Nov. 1.—Buckwheat crop acreage is about the same as last year. The yield in the southern half of the state was much better than last year and the quality excellent. In the northern half of the state the yield was very poor, owing to early frosts, and the quality fair. It is our opinion that the crop is about 25 per cent less than last year.—J. F. Eesley Milling Co., by O. Housen.

Monroe, Mich., Nov. 5.—The acreage of buckwheat grain grown in this territory was about 80 per cent of normal but in the writer's opinion the yield is only about 70 per cent of normal, as considerable of the grain was caught by early frosts. The movement so far has been very light with a brisk demand and we believe that present prices will hold up and that there will not be much decline from these prices which range anywhere from \$1.90 to \$2.05 per cwt. track country stations.—Amendt Milling Co., by A. C. Hoffman.

Wilkes-Barre, Pa., Nov. 2.—The buckwheat acreage in this section is about eighty per cent of normal. The quality of the buckwheat that was sown early is very good, except that it is a little damp. The buckwheat that was sown later was hurt by the frost in the middle of September. We understand that the yield on the late buckwheat is very poor, although in this section the early buckwheat is yielding around twenty-five to thirty bus. an acre in some places. We are paying \$2.00 per cwt. for

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Millgrove, Ind., Nov. 7.—Not much corn moving yet. Farmers are figuring to crib it.—W. M. Groves.

Imo, Okla., Nov. 6.—Grain movement very slow. Most all wheat is slower around here.—Imo Grain Co.

Riverdale, Kan.—This station will not ship to exceed 30 cars this year when it should have about 225 cars.—Fred Strong.

Halstead, Kan.—Very little wheat moving at present time. No corn here must ship in.—Farmers Co-op. Grain & Merc. Co.

Selfridge, N. D.—About 200,000 bus. grain have been marketed, so far, with 50,000 bus. more to come.—Selfridge Equity Exchange.

Greenville, O., Nov. 2.—A big percentage of the wheat crop is yet in the producers' hands in Southern Ohio and Southern Indiana.—D. E. Horn of E. A. Grubbs Grain Co.

Wolf (Ogden p. o.), Ia.—All old corn has gone to market in this territory. Starting to crib new corn, which is not very good quality, caused by post and wet weather.—J. C. Petersen, agt.

Haviland, Kan., Nov. 2.—Considerable wheat will be put on the Haviland market as soon as the roads dry up. Lots of rain and most all feed damaged by continued rains.—Light Grain & M. Co.

Lubbock, Tex., Oct. 26.—Very little grain will be marketed by farmers on South Plains owing to the crop being short and acreage small. Cotton leads in acreage on most farms, only grain enough being planted to feed work and dairy stock. On account of rains, bay crop is short and poor quality.—Jackson Bros., A. W. Jackson.

Corn Is King.

St. Louis, Mo.—With an assured crop of over three billion bushels of corn which will net the American farmer around one and a half billion dollars, the grain men, merchants, bankers and the railroads can certainly look forward to the coming year in a very optimistic manner. Wheat and oats are side tracked for the time being and corn steps into the lime-light as the King of all grains.

As the new movement gets under way, the cash demand will increase and the interest in the future market will broaden. The investment buying of corn by the public is increasing yearly and the future trend of prices is being watched by them with keen interest. Hedging pressure will not be felt in the market until the movement becomes heavy and the cash is on a parity with the options. The first run will be consigned and merchandised, so the options are not apt to be affected. Should the weather be unfavorable, December corn has probably not yet seen the high point. An unusually heavy run will probably mean that the foreigner will step in and take the surplus off the market. The only cloud on the horizon is the German situation. However, it is beginning to look (thanks to Sec'y Hughes) that this cloud might disappear and Germany will emerge into a brighter day from their present monetary chaos and industrial stagnation.

Reminiscing: The "Corn Kings" of the old days were always bulls. They were the popular heroes of their day and they added millions of dollars of wealth to the farmers and the business world at large. Some of these "Kings" have already passed away but it can be said of their record of achievements they were builders—not destroyers. The American public likes "Bulls," men to build up, not "Bears," who hammer down.

Receipts of new corn indicate that the Northern States have the best quality. Illinois corn is showing heavy moisture content and it will take several weeks of good drying weather to condition this corn to make it grade even No. 4. There will be a big shrinkage in this wet corn after it is dried and made merchantable.—Marshall Hall Grain Co.

Wheat Movement in October.

Receipts and shipments of wheat at the various markets during October, compared with October, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	2,010,484	1,093,377	1,786,442	1,445,545
Chicago	2,774,000	4,492,000	1,748,000	2,640,000
Cincinnati	684,000	338,400	390,000	284,400
Duluth	5,063,184	9,521,538	3,280,205	9,556,515
Ft. William	67,050,310	65,119,880	53,391,735	52,699,691
Indianapolis	561,000	588,000	367,000	246,000
Kansas City	6,355,800	7,082,100	3,106,350	4,401,000
Milwaukee	267,400	417,200	209,179	197,785
Minneapolis	14,741,830	167,191,550	4,783,290	5,170,950
Montreal	16,378,248	17,124,978	12,357,845	14,701,596
New Orleans			1,010,398	2,922,596
New York	11,003,600		9,810,000	
Omaha	2,934,400	2,905,000	2,301,600	1,906,800
Peoria	244,850	333,650	188,400	379,000
Philadelphia	2,377,396	4,919,302	2,040,288	4,393,780
Pt. Arthur, Tex.				796,000
San Francisco,				
tons	7,789	4,460		
St. Joseph	1,190,000	1,820,000	422,800	644,000
St. Louis	3,141,130	3,945,936	2,454,520	3,069,580
Wichita	1,126,800	1,281,600	563,400	640,800
Superior, Wis.	2,707,448	4,359,695	1,487,541	4,168,157
Toledo	1,863,050	1,703,390	801,035	583,160

Corn Movement in October.

Receipts and shipments of corn at the various markets during October, compared with October, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	16,322	1,870,518		1,016,733
Chicago	7,293,000	17,820,000	3,101,000	13,234,000
Cincinnati	264,000	382,800	86,400	212,400
Duluth	4,156	348,296		225,032
Ft. William	7,785	1,139	7,785	1,571
Indianapolis	923,000	2,468,000	616,000	882,000
Kansas City	715,000	658,750	625,000	533,750
Milwaukee	514,720	1,740,520	410,729	1,820,935
Minneapolis	486,520	490,890	217,440	218,480
Montreal	182,127	3,469,137	954	3,643,359
New Orleans	544,300		129,940	2,981,016
New York	1,290,800	2,083,200	967,400	1,289,400
Omaha	1,725,000	2,767,670	980,975	2,285,700
Peoria	20,339	1,472,275		1,025,890
Philadelphia	567,000	663,000	288,500	436,500
St. Joseph	1,997,527	2,524,600	1,110,410	2,066,690
St. Louis				
San Francisco,				
tons	1,847	349		
Wichita	123,600	142,800	120,000	139,800
Superior, Wis.	6,627	162,204		
Toledo	188,750	327,500	23,245	76,865

Rye Movement in October.

Receipts and shipments of rye at the various markets during October, compared with October, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	62,024	1,409,395	47,143	1,101,905
Chicago	127,000	410,000	89,000	268,000
Cincinnati	38,400	37,200	21,400	3,800
Duluth	1,679,298	4,521,432	535,440	2,835,900
Ft. William	944,753	1,214,454	220,112	1,883,443
Indianapolis	25,000	67,000	60,000	22,000
Kansas City	41,800	16,500	6,600	22,000
Milwaukee	164,200	326,865	100,465	186,590
Minneapolis	1,010,450	1,847,430	194,630	668,810
Montreal	825,728	2,683,290	1,591,134	4,260,266
New Orleans			47,142	47,142
New York	1,743,500		1,393,000	
Omaha	254,800	250,600	99,400	138,600
Peoria	3,600	25,200	21,600	31,150
Philadelphia	10,738	106,188		160,278
St. Joseph	4,500	37,500		
St. Louis	45,100	82,500	33,370	14,460
Superior, Wis.	917,306	3,170,825	346,081	1,735,925
Toledo	2,400	254,200	9,905	157,035

Oats Movement in October.

Receipts and shipments of oats at the various markets during October, compared with October, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	77,911	492,512	1,844	245,000
Chicago	7,660,000	9,235,000	4,990,000	4,945,000
Cincinnati	524,000	282,000	254,000	190,000
Duluth	443,398	167,816	266,083	139,603
Ft. William	5,436,202	4,537,451	4,058,844	2,763,300
Indianapolis	1,210,000	1,028,000	970,000	762,000
Kansas City	1,866,600	780,300	756,000	372,000
Milwaukee	5,073,800	2,299,545	2,894,000	1,720,995
Minneapolis	4,321,320	3,376,370	3,160,410	4,661,850
Montreal	1,379,740	1,406,037	364,813	811,357
New Orleans			56,705	48,735
New York	968,000		115,000	
Omaha	2,708,000	1,340,000	2,440,000	1,068,000
Peoria	1,554,650	1,797,950	1,290,300	1,554,650
Philadelphia	201,877	71,371		360,000
Pt. Arthur, Tex.				
St. Joseph	336,000	140,000	116,000	28,000
St. Louis	3,580,000	2,280,000	2,745,500	2,084,905
San Francisco,				
tons	1,521	1,763		
Wichita	58,500	18,000		15,000
Superior, Wis.	233,871	161,923	148,315	8,900
Toledo	296,230	394,350	169,185	249,015

Barley Movement in October.

Receipts and shipments of barley at the various markets during October, compared with October, 1922, were as follows:

	Receipts		Shipments	
	1923	1922	1923	1922
Baltimore	161,554	154,314	58,314	149,763
Chicago	1,255,000	1,017,000	321,000	346,000
Cincinnati	13,000	6,500		
Duluth	749,592	754,053	719,475	343,685
Ft. William	2,692,408	4,098,314	2,535,492	2,383,119
Kansas City	233,500	27,000	71,500	25,500
Milwaukee	1,186,580	1,123,380	341,180	349,990
Minneapolis	1,879,300	1,506,010	1,543,880	1,142,100
Montreal	1,194,263	1,053,218	769,858	850,790
New York	1,049,500		592,000	
Omaha	243,200	88,000	152,000	30,400
Peoria	289,000	79,400	102,200	54,600
Philadelphia	3,141	1,391		
St. Joseph	29,750	12,250	5,250	
St. Louis	220,800	81,600	49,430	41,480
San Francisco,				
tons	37,721	74,611		
Wichita	44,000	2,400	40,000	2,400
Superior, Wis.	561,672	519,779	667,482	572,685
Toledo	7,200	2,400		

The Service of Speculation

By Geo. E. Roberts, Vice-Pres., The National City Bank of New York

One of the things that many people seem unable to comprehend is that it is legitimate and necessary that prices shall rise in case of a scarcity and fall in case of abundant supplies. This is the process by which supply and demand are brought into equilibrium. It is only by falling prices that consumption can be increased to absorb a large supply, and only by rising prices that economies in use are effected and consumption shifted to substitutes, thus making a short supply hold out until replenishment is possible. Prices are right, not when everybody is satisfied with them, which never happens, but when demand and supply meet and balance each other.

Sugar vs. Wheat: It is an interesting fact that the Department of Justice attacked the practice of trading in futures in the case of sugar as a means of preventing a rise of prices, while the Farmers' Bloc has been attacking the same practice in the case of wheat on the ground that it was responsible for low prices. The truth is that a free market does nothing but afford facilities for buyers and sellers to meet and do business.

Whether prices go up or down depends upon the preponderance of opinion one way or the other. Greater facilities for trading mean a larger volume of trading in this public manner and a broader market, with less opportunity for manipulation and with prices less subject to the influence of a few traders than in a restricted and limited market. The interests of producers and consumers are safer in a competitive market, readily available to everybody and with every trade recorded and published, than if agreements may be entered into only in a private manner.

The assistant attorney general in charge of the prosecution of the sugar case has defended the action with the singular argument that "the channels of trade must be kept open." His way of keeping a channel open apparently is by closing it, except to people who will buy or sell subject to the approval of a representative of the Attorney-General, who is supposed to know whether prices ought to go up or down. Presumably, also, approval will depend upon whether the commodity is sugar or wheat.

The Argument Against Trading in Futures: The argument in behalf of government interference with trading in futures is that much of this trading is purely "speculative" in the sense that the traders have no intention of either delivering or receiving the actual commodities. The answer to this is, first, that there is no possible way of determining at the time a contract is entered upon whether the parties intend to stand upon it to fulfillment or not; in other words, there is no way of distinguishing between so-called bona fide and so-called speculative trading, and it is a poor remedy to abolish both; second, that every contract is in fact bona fide, protected by guaranties and cancelled only by a subsequent contract of opposite effect.

The intent of a trader makes no difference with the economic effects of his purchases or sales. Moreover, it is entirely legitimate for a trader to close out a future contract before its maturity, either because of changes in the market situation or because he has changed his mind. There is no reason to suppose that the public is unfavorably affected by the exercise of such individual freedom; on the contrary, it is probable that the consensus of opinion as thus reflected in a free and broad market is nearer right than the opinion of any small group, even if it be an official regulating body, is likely to be.

It is not a sound argument against trading in futures on the organized exchanges that such trading is participated in by many persons who do not expect to receive or deliver the actual commodities specified in the contracts.

Warehousing and distribution are functions distinct from that of carrying a commodity from one stage of the marketing process to another, which always involves the risk of price changes. It is legitimate to buy a commodity at one season of the year for the purpose of selling later at a higher price, or to enter into a contract to deliver a commodity at a future date at a price lower than is ruling when the contract is made, likewise in the expectation of making a profit.

The justification for such operations is the justification upon which all business must rest, to-wit: that it serves the public convenience and welfare. Such operations tend on the whole to stabilize prices and to prevent manipulation, rather than, as alleged by casual observers, to cause fluctuations and favor manipulation, particularly when as in the case of wheat and cotton great quantities come on the markets rapidly and must be distributed over the year.

Changes of Ownership No Sign of Profits: Contrary to a common belief, the fact that a given quantity of a commodity may change hands many times on the way from the producer to the consumer does not signify that every dealer makes a profit on it; or that the cost to the consumer is increased. It is possible that every dealer may lose money on it. Prices at any given time are not dependent upon what things have cost, but upon the market conditions at the time. The fact that a dealer has paid a given price does not enable him to get that price or a higher one, as every dealer has learned to his sorrow. And so the price to a consumer is not affected by the number of middlemen who have handled a particular shipment, or what they have paid for it. If there is a loss, it is the same whether one middleman or a dozen bear it, and if there is a margin of profit it is the same in either case. Of course efficient methods of distribution will reduce costs and selling prices, but neither law-making bodies, attorney-generals nor courts can increase the business man's eagerness to buy as close to the source as he can when there is any saving in doing so.

Ignorant Speculation: There is one element of truth in the allegations against the system of trading in futures, and that is that many persons trade who have not qualifications to do so intelligently and whose operations therefore instead of contributing to make the market reflect actual conditions, tend to confuse the situation. Unquestionably, there is a great amount of uninformed speculation, which

is not only harmful to the speculators but to the public. But there are people in all kinds of business whose operations are neither profitable to themselves nor advantageous to the public. It will not be claimed that any line of business, taken as a whole, is conducted with ideal proficiency, nor is it practicable as a general policy to set up standards of proficiency before permitting persons to do business.

It is scarcely practicable to hold an official examination to determine whether an individual should be allowed to buy and sell wheat on his own account. If he goes wrong in his operations he probably will be punished more severely than any court of justice would think of penalizing him, and whatever injury results to the public must be accepted as incidental to the system of individual liberty which on the whole we believe in, but which we are well aware involves some inconvenience and cost.

Another Impractical Theory on Pooling.

The secretary of the Saskatchewan Pool committee has put forward a statement that the Pool proposes to segregate high gluten wheat in separate bins at the lake terminals, and then offer cargoes of this special wheat to British millers in expectation of obtaining a price that will show a premium over other wheat.

We presume a statement of this kind is expected to influence some farmers in Saskatchewan to sign the Pool contract, but it may be the farmers will try to think out for themselves how this plan might work in practice and will come to the conclusion that the Pool committee is composed of theorists and experimenters and is hardly to be trusted with big property interests. The point might very well occur to them that the farmers of the west have been denouncing for years the paying of premiums by the private elevators in order to secure specially good carloads, on the ground that the taking out of these better carloads impoverishes the average of the bulk of the wheat that remains and tends to lower the price, and yet a farmers' pool now proposes to do precisely the same thing.

If the plan was put into operation the Pool would announce to the world that the great bulk of the wheat it had for sale was without high gluten content. The man who grew the good wheat would not get any advantage for it because the premium, if any, would go into the common fund and would be offset by the discount on the admittedly poorer wheat.

The expense of a staff of analysis, and the delays and extra cost of segregation and of selling to Europe by sample, would remain as additional fixed charges on the business.—*Winnipeg Trade News.*

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

DECEMBER WHEAT													
	Oct. 25.	Oct. 26.	Oct. 27.	Oct. 29.	Oct. 30.	Oct. 31.	Nov. 1.	Nov. 2.	Nov. 3.	Nov. 5.	Nov. 6.	Nov. 7.	Nov. 8.
Chicago	107 1/4	106 3/4	106 1/4	105 5/8	106	107 5/8	107 1/4	107	107 5/8	106 1/4	106	105 5/8	106 1/4
Kansas City	104 1/4	103 3/4	103 3/4	102 3/4	102 5/8	104	103 3/4	103 1/4	103 3/4	102 1/4	102 1/4	102 1/4	101 3/4
St. Louis	108 1/4	107 3/4	107 1/4	106 3/4	107	108 1/2	108 3/4	108 3/4	109	107 1/4	107 3/4	107 3/4	107 1/4
Minneapolis	115 1/4	114 3/4	113 1/4	112 1/4	112 1/4	114	113 1/4	113	112 3/4	111 1/4	111 1/4	111 1/4	112
Duluth (Durum)	98 1/4	98	97 3/4	96 3/4	96 3/4	97 3/4	97 3/4	97 3/4	98 1/4	97 1/4	96 3/4	96 3/4	96
Winnipeg	93 3/4	93 3/4	93 3/4	93 3/4	93 3/4	94	93 3/4	93 3/4	94 1/4	94 1/4	93 3/4	93 3/4	93 3/4
Milwaukee	107 1/4	106 1/4	106 3/4	105 5/8	106	107 5/8	107	107 5/8	106 1/4	106	105 5/8	106 1/4	105 5/8
DECEMBER CORN													
	Oct. 25.	Oct. 26.	Oct. 27.	Oct. 29.	Oct. 30.	Oct. 31.	Nov. 1.	Nov. 2.	Nov. 3.	Nov. 5.	Nov. 6.	Nov. 7.	Nov. 8.
Chicago	73 1/2	74 1/4	73 1/2	72 1/4	72	73 1/2	73	73 3/4	74 1/4	74 1/4	75 1/4	77 1/4	77 1/4
Kansas City	69 3/4	69 3/4	69 3/4	69	68 1/2	68 3/4	69 1/4	70 1/4	71	70 3/4	71 3/4	73 1/4	73 1/4
St. Louis	74 1/4	74 3/4	74 1/4	73 1/4	73	72 1/2	74 1/4	74 3/4	75 3/4	75 3/4	76 1/4	78 3/4	78 3/4
Milwaukee	73 3/4	74 1/4	73 3/4	72 1/4	72	73 3/4	73	73 3/4	74 1/4	74 1/4	75 3/4	77 3/4	77 3/4
DECEMBER OATS													
	Oct. 25.	Oct. 26.	Oct. 27.	Oct. 29.	Oct. 30.	Oct. 31.	Nov. 1.	Nov. 2.	Nov. 3.	Nov. 5.	Nov. 6.	Nov. 7.	Nov. 8.
Chicago	41 3/4	41 3/4	41 3/4	41 3/4	41 3/4	41 3/4	41 1/4	41 1/4	41 3/4	41 3/4	42	42 1/4	42 1/4
Kansas City	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	41 3/4	41 3/4	41 3/4	41 3/4	41 3/4
Minneapolis	38 1/4	38 1/4	38 1/4	37 3/4	37 3/4	38 1/4	38	37 3/4	37 3/4	38	38 1/4	38 1/4	38
Winnipeg	38 1/2	38 1/2	38 1/2	38 3/4	38 3/4	38 3/4	38 3/4	38 3/4	38 3/4	38 3/4	38 3/4	38 3/4	38 3/4
Milwaukee	41 3/4	41 3/4	41 3/4	41 1/4	41 1/4	41 1/4	41 1/4	41 1/4	41 3/4	41 3/4	41 3/4	42 3/4	42
DECEMBER RYE													
	Oct. 25.	Oct. 26.	Oct. 27.	Oct. 29.	Oct. 30.	Oct. 31.	Nov. 1.	Nov. 2.	Nov. 3.	Nov. 5.	Nov. 6.	Nov. 7.	Nov. 8.
Chicago	70	69 3/4	69 3/4	69	68 3/4	69 1/4	69 1/2	69 3/4	70	69 1/2	69 3/4	69 3/4	69 3/4
Minneapolis	64 1/4	64 1/4	64 1/4	62 1/2	62	63 1/4	63	63	63 1/4	62 3/4	62 3/4	62 3/4	62
Duluth	65 1/4	65 1/4	65 1/4	64 3/4	64 3/4	65 1/4	65 1/4	65 1/4	65 1/4	65 1/4	65 1/4	65 1/4	65 1/4
Winnipeg	63 3/4	63 3/4	63 3/4	63 3/4	63 3/4	63 3/4	63 3/4	63 3/4	64 3/4	64 3/4	64 3/4	64 3/4	64
DECEMBER BARLEY													
	Oct. 25.	Oct. 26.	Oct. 27.	Oct. 29.	Oct. 30.	Oct. 31.	Nov. 1.	Nov. 2.	Nov. 3.	Nov. 5.	Nov. 6.	Nov. 7.	Nov. 8.
Minneapolis	56 1/4	56 1/4	56 3/4	56 1/4	56 1/4	56 1/4	56 1/4	56 1/4	56 1/4	56 1/4	56 1/4	56 1/4	56 1/4
Winnipeg	50 3/4	50 3/4	50 3/4	50 3/4	50 3/4	51	51	51 1/4	51 1/4	51	50 3/4	50 3/4	50 3/4

Practical Suggestions for Relief of the Wheat Grower.

The report of Managing Director Eugene Meyer, Jr., and Director Frank W. Mondell, of the War Finance Corporation, which is quoted extensively elsewhere in this number, has stirred up a world of discussion, and resulted in a flood of letters to Washington.

One of the strongest letters sent to Mr. Meyer is filled with practical suggestions, which merit thoughtful consideration by all and the ardent support of men familiar with grain trade methods. It follows:

Chicago, November 8, 1923.

Mr. Eugene Meyer, Jr.,
Managing Director,
War Finance Corporation,
Washington, D. C.

Dear Sir: As an individual member of various Grain Exchanges in this country and as one who is vitally concerned in the grain business, I have read your recent report to the President with a great deal of interest. There is much food for thought in it for anyone who is sincerely desirous of moulding the existing machinery into the necessary form to provide for changing needs. One point in the report strikes me quite forcibly, and I believe could well be further elaborated upon. You state that the public contract market undoubtedly has a legitimate field of usefulness, but that since the war it has been too narrow and unreliable to meet the situation, part of which is due to the relative inactivity of the domestic speculator.

The natural inference is that any action which would tend to restore the former breadth of the contract market would add materially to its legitimate field of usefulness. This would in no way conflict with co-operative marketing. The two could and should work in conjunction with each other, as auxiliaries, both tending to prevent abnormal and unwarranted price swings. When the load becomes too heavy for one to handle the other would automatically operate as an additional corrective influence. I am speaking now of co-operative marketing as a means of regulating the flow.

Assuming the proper functioning of both of these forces, would we not be approaching as near to the ideal marketing condition as anyone could conceive? The speculative market is an essential bulwark in times of stress, just as the Federal Reserve banking system is a bulwark when financial strains become abnormally great. It is a great protective institution. How can it be restored to its former position of power?

Unquestionably some of the restrictions of speculative trade has been due to general economic and financial conditions which have affected other lines of business as well as the grain trade. But there are certain well defined causes in addition to this which could and should be removed in order to restore as complete functioning as possible. I assume that you will be interested in these inasmuch as your report has the ring of true sincerity and carries the conviction of honest endeavor to improve conditions by all available means. I am engaged in the grain business; my living depends on the continuation of that business, but I ask you to believe that I am broad-minded enough to realize that no business can continue to prosper unless it is economically sound. I therefore assume that you will not question my

sincerity, nor attribute my suggestions solely to motives of self-interest. The proposals which I make for the restoration of the public contract market to its former position of power and influence are as follows:

First: The abolition of the present tax on future trading. This tax constitutes a heavy and almost prohibitive burden on that great volume of in and out business, which is the foundation of a flexible and liquid market. With the decline in the price level of wheat, fluctuations are so small as to handicap very seriously so-called scalping operations, on account of the tax. The grain trade has borne more than its fair share of taxes and should be relieved of this onerous burden.

Second: The restoration of privilege trading. Trading in privileges, or indemnities, would greatly increase the volume of transactions and would enormously enhance the liquidity of the market. These indemnities offer a degree of protection to traders, which limits their risks, and invites broader participation in the market. The Winnipeg Exchange, by trading in privileges, is drawing a large volume of business which would ordinarily center in our domestic markets, and this is lessening the volume here, thereby hampering the fulfillment of our normal functions.

Third: Minor modifications of the Capper-Tincher act in accordance with the recent suggestions made by Representative Schall of Minnesota to President Coolidge. The Exchanges welcome any Governmental assistance which will prevent abuses, but they feel that some of the more burdensome requirements of the act could well be eliminated. Speculative traders have been intimidated to a considerable extent by what they deem inquisitorial supervision of their actions in cases where there could be no possible suspicion of any attempt to manipulate prices on their part or to interfere with the free play of supply and demand.

It is my firm conviction that if the changes suggested above were made there would be an immediate broadening in speculative trade of enormous proportions which would assist materially in remedying present troubles, as an adjunct to the development of co-operative marketing. Realizing your sincere desire to avail yourself of all possible elements for good in the existing machinery, as well as in the devising of new ones, I submit the above proposals for your earnest consideration.

Very truly yours,
SIEBEL C. HARRIS.

IRRIGATION studies with four varieties of wheat, are said by G. Azzi in the "Nuovi Ann. Min. Agr." of Italy, to prove the existence of a critical period with regard to rainfall, thirty days before and six days after the insertion of the spike. Length of straw and all other characters correlated therewith, increased in value with the accretion of water available to the plant during the critical period.

BROOM CORN proved very profitable to landowners in the vicinity of Charlottesville, Ill., this year. It is reported that tenants were paying from \$20 to \$30 an acre to the landowners. In many instances broom corn was sold at \$240 and \$250 a ton. Don't tell the suffering wheat growers about this.

Program, Industrial Traffic League.

For the annual meeting of the National Industrial Traffic League, which will be held at the Hotel Sherman, Chicago, Nov. 14 and 15, the following program has been arranged:

Bill of Lading Com'te Report by W. R. Scott, Kansas City, Mo.

Car Demurrage and Storage Com'te Report by T. Noel Butler, Philadelphia, Pa.

Classification Com'te Report by A. H. Ferguson.

Diversification and Reconsignment Com'te Report, by H. D. Rhodehouse, Youngstown, O.

Export and Import Traffic Com'te Report by R. J. Menzies, New York, N. Y.

Express and Parcel Post Com'te Report by H. M. Freer, Chicago.

Freight Claims Com'te Report, Including Refund of Overcharges by Carriers, by Geo. A. Blair, Chicago.

Highway Transportation Com'te Report by W. J. L. Banham, New York, N. Y.

Inland Waterways Com'te Report by R. M. Field, Peoria, Ill.

Legislative Com'te Report, by R. C. Fulbright, including repeal of the war tax on telephone and telegraph messages; claims against telegraph, telephone and cable companies during the period of federal control; commercial bribery and application of Canadian Bs/L on shipments from Canadian points to points in the United States.

Membership Com'te Report by R. C. Ross, Chicago.

Rate Construction and Tariffs Com'te Report, by F. E. Williamson, Buffalo, N. Y.

Merchant Marine Report, including opposition to government ownership or operation of merchant vessels, by Seth Mann, San Francisco, Cal.

Telegraph Liability Report, by H. L. Goemann, Toledo, O., chairman.

The liability clause in Uniform Sidetrack Agreements, by P. M. Hanson, Granite City, Ill.

The annual dinner will be given at the hotel Wednesday evening.

Penalized for Selling Outside Pool.

Three suits, brought against members of the Kansas Wheat Growers Ass'n, in Barton County, Kansas, for disposing of their wheat outside the association, were settled recently by the assessment of a penalty of eight cents per bu. on the grain involved. Members of the organization are contracted not to sell wheat to outside parties, a violation subjecting them to a penalty of 25 cents per bu.

Will Withdraw Proposed Overloaded Car Rule Change.

The recent proposed change in the rule governing overloaded cars of grain, as docketed by the carriers in Western Trunk line territory for consideration by their Standing Rate Com'te, will be withdrawn and notification thereof will be sent out within a few days, according to Western Trunk line authorities.

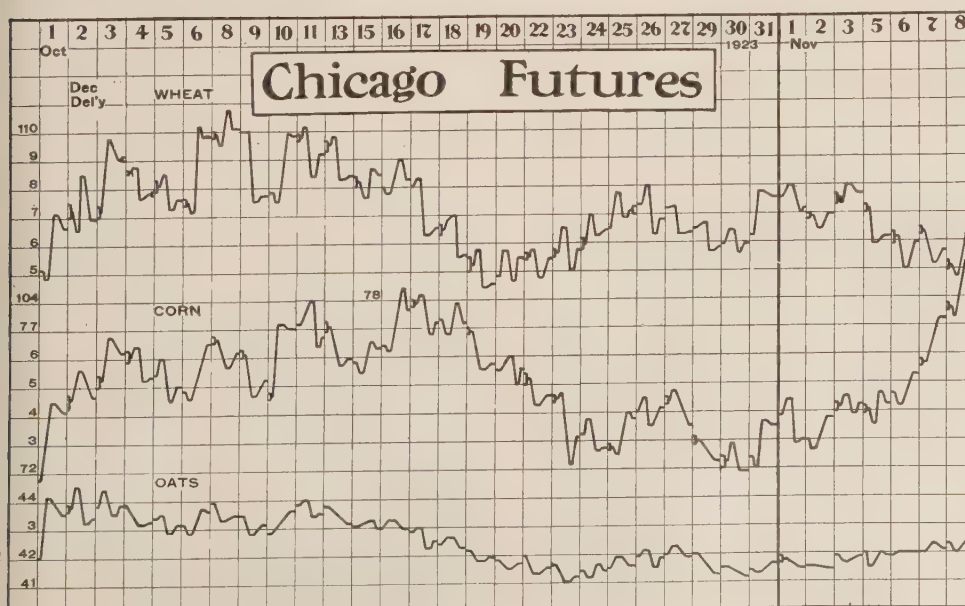
The present rule, found in section A, Note 4 of Rule 566, Western Trunk Line circular 1-Q, reads as follows:

Note 4:—Overloaded cars. When cars are overloaded by shippers, carrier may transfer the lading for which transfer a charge of 1 cent per bu. will be assessed, in addition to any switching charges which may be necessary in accomplishing the transfer.

Note: In applying this note, a car is to be considered overloaded only when the actual net weight of the shipment is more than 1000 pounds in excess of 110 per cent of the marked capacity of the car used.

As proposed by carriers, Note 4 would be unchanged, but the application under it would be provided for as follows:

Note: In applying this note, a car is to be considered overloaded only when the actual net weight of the shipment is in excess of the maximum load limit stenciled on car, or when the actual net weight of the shipment is more than 1000 pounds in excess of 110 per cent of the marked capacity of the car used, provided the car used is not stenciled to show the maximum load limit.



Fall Meeting Ohio Ass'n at Columbus

The fall business meeting of the Ohio Grain Dealers Ass'n was called to order on the morning of Friday, Nov. 2, in the Virginia Hotel at Columbus, O., by Pres. E. T. Custenborder, of Sidney.

Frank H. Tanner, sec'y Ohio Millers Ass'n, Columbus, O., led in the singing of "America" and "The Star-Spangled Banner," and those standing saluted the large United States flag draped behind the speakers' table.

The roll was called by each dealer present rising and giving his name and place of business.

Mr. Tanner: Nineteen years ago, I believe, I originated the practice of having each man present get up and give his name, and firm and address.

A. P. Sandles, Columbus, O.: Uncle Joe McCord looks younger every day. I would not be surprised to see him in knee breeches, and some day he might even have cholera infantum.

To see your neighbor here and have a few words with him is worth all your dues cost.

I find a lot of corn in shock, and I suspect the price of labor to gather it is too high, but when you let the corn stand until March, it is a loss. You, as business men, should broadcast the message to save the big corn crop.

If there was only one ear of corn left in the world it would be worth more than all the gold in the world.

Farmers have been feeling bad, but agriculture is the oldest and safest business. The farmer is coming back. When so many are trying to get from the farm to the city, it is the time for the real farmer to stay, because the pendulum is going to swing back.

Altho the price of corn went higher than wheat, the farmer is not satisfied. The farmer never gets as much as he wants, but they got enough for corn. The farmer is going to get over his headache and bellyache.

The Tariff has nothing to do with the price. Organized marketing and supply and demand are going to do more for the farmer than the pills and panaceas of the politicians.

Farmers are going to learn something about organized farming. For example, when the farmer plants the seed for the beet crop he knows how much he is to receive for the crop of beets per ton.

In 1910-11-12 the grain dealers of Ohio started the Boys' Corn Club work; and I used to take money away from you. The boys succeeded in growing an average of 85 bus. per acre under all conditions.

After the U. S. G. G. and the War Finance Commission we now have another organization headed by former Governor Frank O. Lowden of Illinois starting out to see that the farmer gets more money for his grain. Gov. Lowden has been one of the greatest executives we ever had in this country. So far the farmers' marketing movements have not won out. Some co-operative companies in Ohio have come to grief. I do know it is pretty hard to take an old established business and run it with a lot of amateurs, to have a lot of fat-salaried fellows to handle our grain without risk to themselves.

The *Prairie Farmer* has been taking some straw votes, one question being: Do you believe the government should fix the price? Three to one answered No. I don't believe the farmer wants government dictation or assistance. We are going to have a more intelligent class of farmers, and he is going to be made a better business man. The farmer should have a name for his farm and get himself some business letter heads.

The old tight-wad farmer likes to bite the blue sky bait. There has been a lot of these suckers in this state. Better tell them to talk

it over with their local banker before pulling the money out of the sock.

There are going to be a lot of farmer's public sales in this state in the next 4 or 5 months.

It is more important to you who is township trustee than governor of the state; more important to you who is president of the school board than who is president of the United States.

The old age pension law and the workmen's compensation law are up for action before the people at the coming election. Many voters who have no property will vote for the old age pension law. It will mean \$30,000,000 taxes the first year. Just as soon as you take away the incentive to thrift you sound the knell of government. We have been piling up taxes and I am not sure we have not been reducing efficiency. Uncle John Chester says the pension law and the tax bill will cost \$88,000,000 a year, or \$14.50 for each man, woman and child.

The same old crowd of well-paid lobbyists was in the legislature. It was in session 45 days. Over 900 bills was introduced in the House and over 300 in the Senate. Thirty bills a day that bunch would have to consider. It is impossible for a human being to consider that many laws. In 45 years the British Parliament has not passed 45 bills. It has been a regular diarrhoea of law making with our legislature.

The first four years of the state it took less money to run the state than it takes to run it one day now. Last year it took \$51,000,000 to run the state government. Taxation is getting to be a burden on business.

The Condition of Corn.

C. E. Groce, Circleville: We are taking in a little corn in Pickaway County, with 22 to 23 per cent moisture, that won't do for a long haul.

E. Teegardin, Duvall: We have not been taking in any corn of consequence.

H. C. Cline, Ashville: The moisture runs about 25 per cent. We have not shelled any yet.

Geo. Stephenson, Rosewood: Very little corn has been bought, but what little has been in fairly good condition.

S. L. Rice, Matamora: Very little corn has moved in Fulton County. Moisture runs 25 per cent. The very best corn ran 22 per cent. We are paying 85 cents.

C. T. Pierce, Middlepoint: The moisture content is too high to ship. We have a bumper crop of corn and the best corn I ever saw in Van Wert County.

D. J. Schuh, Cincinnati: For the past two or three weeks we have been receiving new corn. Having been born and raised in Kentucky I can't help but think of the possibilities of this corn. (Laughter).

Corn weighed on wagon scale into a car at Newton on arrival at Cincinnati showed a loss of 1,600 pounds of moisture.

The Grain Dealers National Ass'n has accepted the invitation of the Hay & Grain Exchange to hold its next annual meeting at Cincinnati. We sincerely hope all the Ohio dealers will come to the convention.

H. G. Pollock, Middlepoint: Altho we have handled corn for 25 years this year's crop is the biggest and best. We did not have any frost to do us any damage. We commenced to handle it two weeks before we should. They are delivering it on the Cincinnati Northern and sending it to Bryan, O., where they can have it dried.

We are finding it hard to ship ear corn on the Pennsylvania, as there seems to be no demand anywhere for ear corn. The price of corn is too high for the feeder of hogs. A

feeder can buy and pay the freight. That is where we used to get the market for ear corn. We are buying corn at 70, 75 and 80c, and some at 85 and 90 cents per hundred pounds. The buyers have gotten down to 80 cents and are getting more than they want.

It is a fully matured corn; but it contains 22 to 28 per cent moisture and will not do to ship for two or three weeks. This corn is going to be safe to ship shelled much sooner than you expect. It will be safe in two weeks.

From the middle of August to the 10th of September we had a wet season. It spoiled the nubbins; but we got a mature corn. We do not see any mouldy corn. We have no place to ship ear corn because the feeding price is unprofitable.

I think we will not see much change in the price of corn until after the first of the year.

Harry Rapp, Sabina: In most of the corn that was blown down we found rotten ears. Corn is still green, with 19 to 24 per cent moisture, averaging 22 per cent. Paying 65 cents for 70 lbs. So far farmers do not seem to be buying of one another as in other years.

H. G. Dehring, Genoa: We started buying ear corn last Monday, 5 or 6 loads at 90 cents a hundred. At Elmore, O., they had a car of corn they could not shell as it contained too much moisture.

Mr. Custenborder: Wheat looks good everywhere.

Mr. Sandles: There will be no wheat shortage.

Mr. Custenborder: The shortage in acreage will be less than one-half the 13,000,000 acres plowed up last spring.

C. J. West, official state crop reporter: In Northwestern Ohio it is the intention of some to sow more wheat. There will not be much change. Our farmers in Ohio are not so mad on the wheat situation as the politicians make them out to be. I don't find them shedding many tears over the price they got. We have 10 per cent more hogs on feed Oct. 1 than a year ago, and the same is true in Iowa. Farmers will be able to feed up the corn.

H. G. Dehring: The farmer can't hire labor and compete with the industries. I have two farms and I know about it; but the farmers are buying better automobiles than I as a grain dealer can afford to buy.

I am promoting alfalfa hay but the farmers would rather grow wheat than take \$45 for three tons of hay off an acre, as they claim it is too much work. They can take care of an acre of wheat with less labor than an acre of corn.

Mr. Pollock: We are making a mistake in not encouraging the boy to remain on the farm. The young men are doing the business on the Board of Trade. When the boy comes to your bank to borrow money to buy a bunch of hogs you give him the cold shoulder.

Adjourned to 1:15 p. m.

Afternoon Session.

Pres. Custenborder: Seventy-five per cent of our troubles are local. Did you ever think of that? One or more of your competitors are paying more for grain than the market warrants. When we formed the Miami Valley Grain Dealers Ass'n 25 years ago, with 71 elevators in the territory, the farmers were up in arms against it; but since 21 to 23 farmers' co-operative companies have been taken into our organization there has been a different feeling, as they know on how small a margin we handle grain. The ass'n membership had 4 failures, 2 of which were co-operative; and only 2 failures in 20 years. Thru the efforts of our organization we have been accomplishing a little good.

The state organization is 44 years old, and has been of more value to us than most of us appreciate.

After the Ohio marketing law was enacted we asked Mr. Lincoln of the Ohio State Farm Buro to come and talk to us about it, since it had been heralded in the *Indiana Farmers Guide* under the headline "Ohio Marketing Law Seen as a Great Aid to Farmer." He

promised to send a representative; but about an hour before the meeting he sent a message that he was unable to have a representative present to tell our farmers about it. I don't know why they don't come out and talk about it unless it is that they do not know anything about it.

I told our fellows two years ago it was a mistake for our farmers to invest their money in the terminal elevator. Most of them did not and have since thanked me for it. Those who investigated against my advice are sorry for it.

Mr. Lincoln said that on account of the excess margin we had been taking from the farmer the farmer in Ohio had paid for every elevator in Ohio, including the Union Elevator in Cleveland. On the contrary after we grain dealers have paid our expense we have nothing left. The price that we pay gives us no profit unless the market price advances.

Three or four years ago the Grain Dealers National Ass'n got excited at Cincinnati about the pooling plan. I wrote to Mr. Clement, then president; "Yours of Nov. 5 at hand and noted. The average country grain dealer is not perturbed. Many would rather pay \$1 to the farmers' elevator promoter to sell their elevator to a farmers' company than to contribute \$10 to your anti-farmer-pool movement."

A replacement of slipshod individual operation of grain elevators by co-operative companies may be a blessing. No one need be alarmed about the farmers' companies. Those that make good will remain, as they deserve. Those that do not will fail as do the incompetent individual regular dealers.

If any one man in this country is qualified to judge of pooling it is John G. Short-hill. He says "I have concluded the practical solution of marketing is the good, honest, on the square, private concern. I have operated and managed several farmers' elevators. I find the hardest competition is the man who gives good honest weights and fair prices. I did not fear the man who was up five cents today and down five cents tomorrow. If the co-operative concern is getting most of the business in your territory it is your fault. What we want is an efficient business organization that serves the country."

I paid 20 per cent more for an elevator at Sidney just because I was surrounded by co-operative companies. The farmers thought we made 5, 10 or 15 cents per bushel. Since they got into the game they have found we are doing business for nothing. In 40 years we have not made any money except in our speculative deals. They are willing we should have a reasonable profit.

The farmers pay the co-operative company more for fertilizer than we charge and they pay more for it at the car door, while we give them a year to pay for it. We ought to discourage the farm buro from dabbling in our business in side lines.

An agitator has stated that farmers' elevators pay for themselves every year, and that by hustling they can pay for an elevator 9 times in 7 years. I wrote him that half of the elevators were operated by farmers and were not paying for themselves once in 7 years, and at the rate they were going it would take 70 years.

The county farm buro should confine its work to education, and it is a good idea for the country elevator man to join the farm buro, to see that they get the right men at the head.

R. W. Graham of Defiance, manager of the Farmers Co-operative Elevator Co., was called upon. He said: We are in the grain business and are trying to run an elevator. Our problems are the same as yours. The various patent medicines recommended for marketing do not seem to work out. In the Northwestern part of the state they never got the idea of buying grain by grade. Corn was corn, and it penalized the good farmer. I thought the farmers' elevator might be an improvement but the managers are like jellyfish and are

afraid of the members of the board of directors. We must improve the quality and keep the poor quality on the farm. Instead of marketing the biggest job before the farmer is improving the quality of what he hauls to market. I do not believe the pool can put over the 5-year contract in Ohio.

J. W. McCord, sec'y, Columbus: The farmers killed the Ohio marketing bill themselves. The objectionable clauses were taken out, and as far as I know there was no co-operative marketing company organized under this law.

E. A. Grubbs, Greenville: I believe Ohio has twice as many elevators as are needed to handle the grain. You can't build much of an elevator for less than \$20,000, and then the manager will cost \$30 a week and the bookkeeper \$1,500 a year. Many elevators in Ohio do not average 50,000 bus. a year, and that margin has been used up in paying the man who dumped the grain. When there are two elevators at a point it makes double the expense. One man had an audit and it does not look good. He had asked me why his business was not paying, and I asked for his figures. They showed profit on wheat \$636; profit on corn, \$200; profit on coal, \$3,000; profit on feed, \$3,000. Total profit \$5,000 to \$6,000; but \$2,500 went to the bookkeeper, \$2,500 to the manager, and they kept 2 or 3 trucks and some extra help to deliver coal. I told him he was in the coal business, not the elevator business. I said "I am inclined to think you built an elevator where it was not justified."

H. G. Dehring: Farmers dealing with the farm buro pay too much for what they buy. I am selling seed 99.75 per cent test for 50 cents less than the farm buro asks for 98.25 per cent test and I am making a bigger margin of profit than the buro.

J. E. Oglesbee, Springfield: I represent a farmers' elevator. The farm buro should not merchandise.

Mr. Custenborder: The Farm Buro handles coal, and it stated "It is estimated that 2 or 3 middlemen will be eliminated and a saving of at least \$1.50 a ton will be effected. The farmers will pay for their coal on arrival at their destination point." The regular dealer can do better than this for the farmer if the farmer will pay for his coal when he gets it.

Mr. Tanner: The county agent is not supposed to do any business to make money but only to engage in educational activities. If county agents do business the state and federal governments will have it stopped if their attention is called to it.

F. M. Snyder, Chillicothe: Six months ago Ross County changed county agents, the commissioners kicking on paying part of his salary. It was suggested that they buy an elevator and pay the manager \$8,000. The house never handled more than 125,000 bus. a year. The owner said he would give them the elevator for nothing if they would give him the job of manager for 10 years.

The farm buro contracted 100 tons of feed for Ross County from the American Milling Co., price to be settled later.

D. J. Schuh, Cincinnati: The fault does not lie so much with the law as with the county agent in the misapplication of his activities. He is working for the county, state and federal governments.

Mr. Custenborder: If anyone has a complaint it should be made to the state and it will be remedied.

Adjourned *sine die*.

Convention Notes.

C. O. Garver acted as assistant secretary. Buffalo sent E. A. Schwab.

F. G. Winter represented the Quaker Oats Co., Chicago.

Pittsburgh, Pa., was represented by R. A. Sheets, chairman of R. S. McCague, Ltd.

Greenville, O., was fully represented by D. E. Horn and E. A. Grubbs of the E. A. Grubbs Grain Co.

From Cincinnati came D. J. Schuh, executive sec'y of the Hay & Grain Exchange, and R. O. Strong.

Toledo was represented by Lester Howard of the C. A. King & Co.; J. A. Streicher, and G. R. Forrester.

Ohio shippers in attendance: B. Ackerman, Lima; E. L. Alton, St. Paris; W. E. Hall, Ashville; Frank Baughman, Jackson Center; C. L. Berryhill, Fletcher; A. B. Beverstock, Lexington; J. M. Blaine, Derby; Burton Cain, Outville; Rea Chenoweth, London; H. C. Cline, Ashville; E. T. Custenborder, Sidney.

A. M. Daugherty, Derby; H. G. Dehring, Genoa; H. W. Fish, Huntington; Ed Fowler, Swanton; Earl Fristoe, Piqua; A. W. Fuller, Xenia; John Garman, Alliance; R. W. Graham, Defiance; C. E. Groce, Circleville.

W. Frank Heffner, Circleville; Fred Kile, Kileville; Jesse Lewis, Troy; Clayton T. Lloyd, Fulton; D. McCrery, Urbana; W. M. Meyer, Lockbourne; J. H. Motz, Brice; J. G. Myers, Pleasant Hill; J. E. Oglesbee, Springfield.

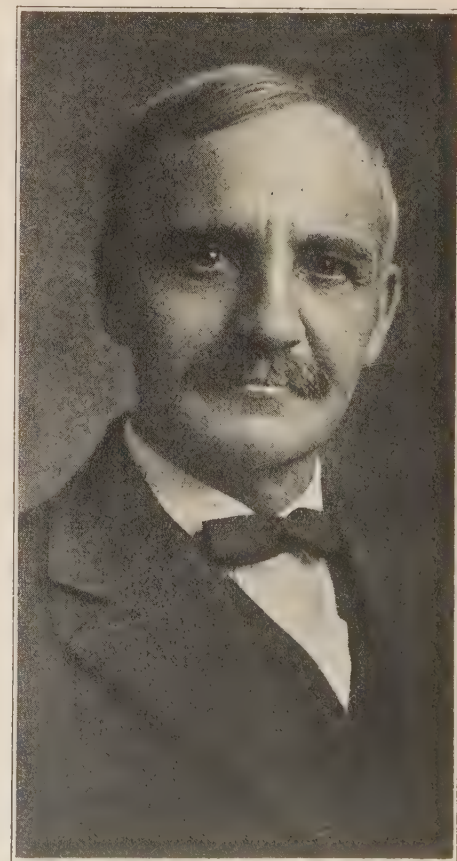
C. K. Patterson, Piketon; J. M. Pence, Jackson Center; W. H. Persinger, Sidney; Chas. T. Pierce and H. G. Pollock, Middle Point; Harry Rapp, Sabina; J. A. Resler, Caledonia; S. L. Rice, Metamora.

F. B. Schlafly, Beach City; J. W. Simmons, Sidney; F. M. Snyder, Chillicothe; Geo. Stephenson, Rosewood; E. Teegardin, Duvall; Kirby Threlkeld, Maplewood; H. W. Updike, Fredericktown; John B. Van Wagener, London.

AN AGREEMENT has been signed between the Russian and Norwegian governments whereby Norway will buy all its grain from Russia this year, according to Moscow newspapers. The amount is estimated at approximately 200,000 tons.

England Proposes to Tax Barley Imports.

In our country [Great Britain] definite steps are being taken to find a workable plan of taxing imports of foreign malting barley, and it is stated that this week the Premier will make an announcement of the Government's intention to aid our farmers by means of a bounty on corn growing.—Broomhall.



Pres. E. T. Custenborder, Sidney, O.

Playing Into the Hands of Pool Promoters to Win Farmers' Votes

Eugene Meyer, Jr., managing director of the War Finance Corporation, and Frank W. Mondell, director of the corporation, made a trip thru the wheat growing sections of the West recently and held conferences with many self-selected promoters of so-called farm organizations. They got just the material they think will win the sympathy and support of the farmers as is evidenced by the following from their report to the President:

Dear Mr. President: Pursuant to your instructions, to make an investigation of conditions in certain wheat-growing areas, we beg to report that we have held conferences at Chicago, Ill.; Minneapolis and St. Paul, Minn.; Sioux Falls, S. Dak.; Fargo, N. Dak.; Billings and Helena, Mont.; Spokane, Wash.; Portland, Oreg.; Pocatello, Idaho; and Denver, Colo. We took advantage of our presence in the West to study the livestock situation in the Intermountain and Pacific Coast States, stopping at San Francisco, Calif.; Salt Lake City, Utah; and Cheyenne, Wyo., for this purpose.

Our conferences brought us into contact with the wheat problem from many and diverse points of view. We had an opportunity to meet not only with farmers and farm organizations but also with representatives of State departments of agriculture and agricultural colleges, city and country bankers, and leading business men.

In practically all the territory visited there was complaint regarding the large increases in local taxes during the past two years, as well as regarding the scarcity and high cost of labor for agricultural purposes and the inefficiency of the available farm labor. In many places increased freight rates, resulting in a dislocation of available markets, were presented as a factor of vital importance. In other words, the economic status of the wheat producer was shown to be fundamentally prejudiced, on the one hand, by high cost of production due to increased taxes, increased cost of labor and materials used in production, and high prices of commodities and goods which the farmer buys. On the other hand, the prices realized by the farmer for his wheat, although higher than the pre-war figures, and also higher than they were a year ago, are not sufficient, when increased freight rates are taken into consideration, to maintain the producer on a satisfactory basis.

In North Dakota conditions have been made still more difficult this year by low yields due to continuous wheat cropping, unfavorable weather conditions, and exceptionally extensive wheat rust. The facts presented indicate that in North Dakota and elsewhere many of the problems and difficulties are not so much the result of this year's operations as they are the cumulative result of conditions over a series of years during which climatic difficulties, increasing tax burdens, high cost of production, and relatively inadequate prices have all played their part. Overstimulation of acreage during the period of high prices, overextension of credit, speculation in land, and extravagance in public and private expenditure, followed by a relatively sudden collapse of prices and markets, created a fundamental situation in 1920 from which it has been impossible entirely to emerge.

There is evidence, however, that a very considerable readjustment to changed conditions is taking place. Diversification in many areas is making notable progress. Particularly in sections remote from large markets where permanently higher freight rates make inevitable a change in the direction of production the development of the dairying industry is gradually, but nevertheless definitely and con-

sistently, going on. Production in more concentrated form is understood and recognized by farmers and country bankers alike as necessary and inevitable, and many progressive communities are rapidly readjusting their agricultural activities with this end in view. An illustration of this is found in several counties of Idaho which formerly shipped alfalfa to Mississippi River Valley points and which now ship butter and cheese, representing the concentrated form of the alfalfa. In other wheat areas the growing of corn and the feeding of cattle, hogs and sheep is a characteristic development of the present transformation from the single-crop system; and the planting of an increased acreage of flax and sugar beets, both of which appear to be profitable crops at prevailing prices, is being extended in the areas where climatic and other conditions are favorable.

Many plans for dealing with the wheat situation were suggested at our various conferences, the more important of which are as follows:

1. An increase in the tariff on wheat.
2. Government price fixing, accompanied by the necessary control of the wheat trade.
3. Government purchase of the so-called "surplus" with the view of exporting it to foreign markets.
4. Distribution of \$58,000,000, profit made by the Grain Corporation during its existence.
5. Modification of the present immigration laws so as to provide for the selective admission of a larger supply of labor.
6. Organization and development of co-operative wheat-marketing associations.

We will refer briefly to each of these proposals:

1. **An increase in the tariff.**—We explained to those present at the conferences that this matter is one for the consideration of the Congress, unless action were taken under the elastic provisions of the tariff act to increase the existing import-duty schedule by not exceeding 50 per cent if, after investigation, it is determined that the difference between the cost of producing wheat in this country and in Canada warrants it. We called attention to the fact that it was reported that the Tariff Commission was studying the matter and would submit a report to you thereon.

2. **Government price fixing.**—While price fixing by the Government was urged at some of the conferences, it is fair to say that there was very much more opposition to it in the agricultural districts through which we traveled than there was support for it. Representatives of the agricultural interests are by no means blind to the difficulties of such a proposition from the point of view of both national policies and practical administration.

3. **Government purchase of "surplus" wheat.**—There seemed to be considerable sentiment in favor of having the Government buy the so-called "surplus" wheat with the view of exporting it to foreign markets. The expectation of those who advocate this plan appears to be that by this means the general level of wheat prices in the United States could be raised. The "surplus" bought by the Government would, according to this plan, be sold abroad at whatever price could be obtained and the loss either borne by the Government or assessed by some form of special taxation against the wheat producers of the country as a whole.

We found, on the other hand, a clear understanding in certain quarters of the practical difficulty of such a plan. There is, in the first place, some confusion as to what constitutes the "surplus" which the Government is sup-

posed to buy. Certain sections of the country produce varieties of wheat especially suited for export, and not needed, in the quantities produced, for domestic consumption. In other parts of the country wheats of special quality are produced for which the domestic demand even now appears to exceed the present available domestic supply, so that some Canadian wheat of the desired quality is actually being imported despite the tariff of 30 cents per bushel. A distinction must be drawn, therefore, between surplus wheat and export wheat. The result of the plan might easily be that wheat would be grown in the United States for export, bought by the Government, and sold abroad at a loss, while other varieties of wheat needed for domestic use were at the same time being imported.

The proponents of the plan state it in very simple terms, but it is, of course, by no means as simple as it appears. The proposal is that the United States Government should become an active agency in a policy of "dumping" American wheat abroad, below cost, to the detriment of foreign producers. If the situation were reversed, if the government of a neighboring country were to instigate, through a governmental agency, a policy of dumping wheat below cost in the United States, it is not likely that we would long remain quiescent, and we can not expect that other countries would act differently.

In fact, Title II of the emergency tariff act of 1921 contains stringent provisions designed to prevent and penalize the dumping of foreign merchandise in the United States below cost, and section 316 of the tariff act of 1922 contains similar provisions aimed at unfair methods of competition which might destroy or substantially injure an American industry.

The largest part of the export wheat of the world is produced by Canada and Australia, both British colonies. The largest wheat importing nation of the world is Great Britain. It is difficult to believe that the British colonies and Great Britain would stand by and permit the demoralization of foreign markets, such as dumping by the United States Government of large quantities of wheat necessarily would involve, without taking action to meet the situation, and that action undoubtedly would be designed at least to offset any beneficial results that might be expected to accrue from the plan under consideration.

What steps probably would be taken need not be discussed here, but it requires no stretch of the imagination to assume that some measures of a defensive character, and effective measures at that, would be adopted. Other countries, such as France, which at the present time import from the United States certain grades of wheat, grades of special qualities for blending purposes, but which, on the other hand, supply their own needs, for the most part, out of home production, likewise could not be expected to stand by and passively submit to the disorganization of their domestic wheat trade through a process of export dumping by the United States Government.

This is a fundamental economic factor which proponents of the plan seem to ignore. They apparently think only of the result they are seeking, and do not take into account the very definite possibility, in the event that such a policy should be adopted, of action both defensive and offensive in character by foreign governments, not only with respect to wheat but also with respect to other American agricultural products.

4. **"Profit" made by Grain Corporation.**—There seems to be a very widespread opinion that the Government made a profit, said to be \$58,000,000, in connection with the operation of the Grain Corporation during and immediately following the war, and some express the view that the reported profit should be refunded to the wheat growers or otherwise expended for their benefit. We have no accurate information on this subject, and merely report it as a view that seems to be widely prevalent in the wheat-growing sections, the matter being

brought up for discussion at every conference.

5. Modification of immigration laws.—It may be stated that the sentiment for a modification, along selective lines, of the immigration laws so as to permit the admission of a larger supply of more efficient labor is universal among the agricultural interests throughout the territory visited.

6. Cooperative marketing.—The subject of cooperative marketing was discussed at every conference, and strong approval of the movement was expressed by those present. Even in places where the sentiment for Government price fixing or for Government buying of the so-called surplus was evident it was generally conceded that the orderly marketing of wheat through soundly organized and properly managed cooperative associations is an essential and fundamental factor in the ultimate solution of the difficulties of the wheat producer.

At the various conferences the managing director of the War Finance Corporation described the changed conditions in the wheat-importing countries of Europe as he found them during an investigation extending over a period of three months beginning in March of this year. In the course of this investigation he visited England, France, Holland, Belgium, Austria, Czechoslovakia, and Germany, and conferred with leading grain dealers, millers, and cooperative wholesale societies. His inquiries disclosed the fact that the European dealers and millers are carrying only from 15 to 35 per cent of their normal pre-war stocks of American wheat.

The reasons for this are: First, the habit developed during the war, when supplies were short, of carrying smaller stocks; second, the ability to supply current needs without carrying large stocks in storage; third, the increased cost of storage and handling, which is eliminated by reducing stocks and obtaining supplies direct from ship to mill; and, fourth, the violent fluctuations in the paper currencies of the various countries of Europe, which adds an additional speculative risk over and above the ordinary risks of business and fluctuating markets. In other words, the consuming countries of Europe are buying on what might be termed a hand-to-mouth basis, which necessarily forces upon the producing countries the burden of carrying and financing larger stocks of wheat over a longer period of time.

The managing director also pointed out that there is another important factor in the present situation which must be taken into account. The key man in the present system of distribution is the speculator. He is the man who is supposed to buy the wheat at harvest time as it comes into the market in volume greater than the current consumptive demand and sell it again after the flood is over and when the consumer is gradually calling for his needs. The speculator is supposed to be the master mind, directing and distributing the flow of wheat, adjusting supply and demand, and stabilizing and studying prices.

The trouble is that the speculator does not observe the rules laid down in books on political economy. No one can foretell whether, in time of need, he will be there or not. When he is most needed he is often least in evidence, and, in fact, on a declining market is as likely as not making matters worse by selling wheat rather than buying. Especially since the war the speculative wheat market has been too narrow and too unreliable to meet the situation. The European buyer, formerly a factor of great importance, does not place large buying orders in the contract market, because he can not afford the risk of a fluctuating paper currency. The domestic speculator also has been relatively inactive.

As a result the public contract wheat market has not been fulfilling in a satisfactory way its supposed functions as regulator and distributor of the flow of wheat. It undoubtedly has a legitimate field of usefulness. But as the principal piece of machinery for adjusting the price of the great American wheat crop,

it is, under present conditions, entirely inadequate. It may be good as far as it goes, but it is not big enough for the task, nor is it dependable enough to be the wheat trade's sole reliance.

The marketing of wheat is essentially a problem in commercial engineering. The flow of wheat must be so guided and controlled that our great commercial machinery of distribution will operate more evenly and efficiently, without the fluctuation and waste effort which have characterized it, especially during the past few years. With the changed conditions in Europe, with the European dealers and millers carrying only a small percentage of their normal pre-war stocks, and with the speculator unable or unwilling to carry wheat in sufficient volume, the producer must organize to carry it himself.

Cooperative marketing associations, organized along sound lines and with competent management and business guidance offer, at the present time, in our opinion, more promise of helpful results than any other plan or program that has been suggested. They can do what the speculator can not, with safety, be relied upon to do. They can, by orderly marketing, regulate the flow of wheat so that supply is adjusted from time to time to the consumptive demand. The cotton grower, the tobacco grower, the rice grower, and the California fruit grower, through co-operative marketing associations soundly organized and properly managed, have been able to achieve favorable results, and there is no reason why the wheat grower, if properly organized, should not be able to obtain similar results by applying the principle of cooperative marketing, on a sufficiently large scale, to the sale of his product.

There is a growing appreciation among business men and bankers in the wheat States, as well as among the farmers themselves, of the soundness and value of the principle of co-operative marketing as applied to wheat. This was clearly evidenced at all the places we visited. In fact, a number of the meetings we attended concluded by appointing committees of leading business men and bankers specifically for the purpose of encouraging the co-operative marketing of wheat on a larger scale, and of co-operating with the National Wheat Growers' Advisory Committee, of which former Governor Lowden, of Illinois, is chairman. This latter committee was formed at a meeting in Chicago on Oct. 8, at which we were present, and which was attended by a representative group of men who have had wide experience in the organization and development of cooperative marketing associations. Its purpose is to promote the more rapid growth of the cooperative movement in the various wheatgrowing States through co-operation with existing agencies.

The committee comprises men who have a record of demonstrated success in the practical administration of cooperative marketing organizations. It is entirely nonpartisan, including, as it does, men of both political parties. This committee is capable of great usefulness at this time, and there is every reason to believe that its activities will be exceedingly helpful in promoting the rapid extension of the wheat co-operative marketing movement.

In Denver we conferred with the representatives of the wheat cooperative marketing associations, who were meeting there for the purpose of formulating plans for the development of their organizations. Members of the Lowden committee also were present, and a basis for harmonious and effective cooperation between the committee and the associations was established.

There is, as we stated at the meeting, a more favorable sentiment toward cooperative marketing in the wheat territory than has ever before existed. There is also a better opportunity to enlist the active co-operation of important business interests on behalf of the wheat producers and a better prospect for the success of the movement. We pointed out that

in the circumstances there is a greater necessity on the part of those interested in the practical administration of the cooperative movement to justify the increased interest and support that is now available if the associations show that they deserve it. They can show that they deserve it in only one way, and that is by conforming to sound principles of orderly marketing as established and proven by the experience of successfully managed associations, by making it clear that they do not propose holding for speculative purposes, by showing that the associations seek and succeed in obtaining good business management, and by demonstrating that their operations show results of material advantage to the producer.

We have taken occasion to emphasize what seems to be a most important thing for the co-operative marketing associations to bear in mind. The cooperative movement must be conducted, if it is to be successful, without regard to political considerations. It must be, and must remain, absolutely clear of partisan politics. If the cooperative movement allows itself to come under the control of political influences it can not but fail. If it keeps itself free from politics and is conducted by men who are willing to work for the cause rather than for their own personal advancement, it has a magnificent chance of success and a wonderful opportunity for useful service to a great group of farmers all over the country.

A well-defined opposition to the cooperative marketing movement was evinced by the grain trade in Minneapolis. The opposition is based on the broad statement (1) that the present method of marketing wheat is the most economical that can be devised, and that it is a demonstrated success; (2) that the statistical records of wheat prices in terminal markets over a long series of years indicate that gradual, orderly marketing of wheat would result in no benefit to the producer; (3) that while the principles of cooperative marketing may be successfully applied to fruits in California, to cotton and tobacco in the South, and to other products in other sections, it can not be applied in a practical way, to wheat; and (4) that the cost of handling by co-operative marketing associations is excessive in comparison with the cost of handling by the regular marketing machinery.

These statements, it may be said without questioning the honesty of opinion and purpose of those who make them, proceed from a somewhat prejudiced point of view. Furthermore, the statistics of prices over a period of 20 years, or 50 years, or 70 years, which have been assembled for the purpose of proving that the farmer who hastens his grain to an immediate market fares no better than those who market their products in what is termed an orderly way, have little to do with the vital and fundamental changes that have been taking place in very recent years as the result of changes in international markets, exchange, and finance. Not only that, but these statistics usually are based upon the contract market prices and not upon the actual cash prices, ignoring completely the premiums paid for special grades of wheat. Conclusions drawn from statistics of wheat prices which disregard the very large amount of wheat that commands premiums are bound to be misleading.

The greater part of the discussion by the grain dealers was concentrated on the economic cost, under the present system, of transferring wheat from country elevators to terminal points and ignored the real problem involved—namely, the stabilization of the ultimate market, the keystone of which is to be found in the Chicago and Liverpool contract markets. Co-operative marketing, if successful, directs itself not only to economical handling and a return to the producer of the full premium to which his wheat is entitled, but also to a stabilization of the ultimate markets, which the existing machinery has been unable to bring about in a satisfactory way.

A number of gentlemen in the grain trade appear to believe, very sincerely, that wheat

can not be organized for co-operative marketing as have other commodities. Some of them have gone to considerable trouble to investigate the matter. Their reports are to the effect that it can not be done, but the verdict is unsupported by convincing evidence. So far as we are able to determine, they merely mean that the production of wheat is carried on in so many different States, under so many different conditions, and involves so many different types, that they can not conceive of successful organization on the scale required. The plain fact of the matter is that the principle of cooperative marketing is being applied to wheat. The scale of operations at present, however, is too small to be an important factor in the situation. We agree that the organization of the wheat producers on an adequate scale is a bigger problem, and a more difficult one, than the organization of the cotton producers or the tobacco producers, but we firmly believe that it can be accomplished with the right sort of leadership and with the whole-hearted cooperation of the bankers and business men, which our experience on this trip clearly indicates can be obtained when the appeal is made. In fact, with the development of the movement to the point where the associations are handling a sufficiently large volume of wheat, we are convinced that it will be attended by the same measure of success that has characterized the operations of other successful cooperative organizations.

We feel, as a result of our trip, that the solution of the wheat problem lies along two lines: First, the adjustment of production to American needs if the world market is oversupplied from other producing countries at lower prices than are satisfactory to the American producer under prevailing conditions; and second, the development of an improved marketing system such as we believe can be brought about by the organization of the producers of the country for the purpose of marketing their wheat under the co-operative marketing plan, making it unnecessary to rely so completely upon the uncertain functioning of the speculative public contract market.

Russian agriculture has progressed considerably of late, according to a special survey made by the United States Department of Agriculture, which further emphasizes Russia's determination again to become a potent factor in the world's grain markets.

An Iron-Clad Elevator at Shady Bend, Kan.

Kansas, the leading wheat state of the Union, continues to build more and better elevators every season. One of the convenient houses recently constructed by the Star Engineering Co. is to be found at Shady Bend, a small town in Lincoln County on the Union Pacific Railway.

While this elevator was designed primarily as a wheat storehouse for the Shady Bend Mill, it is also equipped to load grain direct into cars. The house is 24x24 ft. and 40 ft. to the square. The cupola is 9x24 ft., 22 ft. high. The adjoining driveway is 14x32 ft., 12 ft. high. The elevator is iron clad with an Elaterite composition roofing. The house is so arranged that grain can be received from either cars or wagons and grain is quickly dropped to the boot and elevated by a high speed non-chokable leg which is equipped with 7x6 3/4 in. buckets and has an hourly capacity of 1,250 bus.

The elevator contains six bins, all are full depth, two being 8x8 ft. and four are 8x12 ft. A 4 bu. Richardson Automatic Scale was placed directly over the distributor and grain can be weighed into cars or directly to the mill. A spout formed of 8-inch well casing is provided for spouting grain direct to receiving hopper of mill. The house has a storage capacity for about 20,000 bus. of wheat. The adjacent mill is operated by water power and the same power drives the elevator machinery when needed.

Bank Insolvency Makes Unusual Case.

BY AUDITOR PENN.

An unusual case is presented to a Kansas line elevator company through the insolvency of a bank in one of the towns where the company operates an elevator. Because of the possibility that a similar occurrence may sometime cause loss to a company which handles its business in a like manner, a study of the facts should be interesting to other grain dealers.

The line company formerly had its head office located in a small town, but later moved to a nearby terminal market. The cashier of the small town bank asked that checks issued by the company's local elevator still be drawn upon his bank; and since there was no particular objection to this course it was adopted. When checks were presented the bank attached them to a draft drawn on the company at its new headquarters, and this draft was forwarded thru correspondent banks for collection.

This arrangement was continued for about two years, working out very satisfactorily. Many line companies in various parts of the country handle part of their business in a similar manner.

Recently the small town bank was closed by the state bank commissioner. For a week prior to the date of the closing, grain checks had been going thru regularly. They were first sent by the bank to Kansas City, and there re-dispatched to a bank in the city where the grain company's headquarters is located. All drafts were promptly paid upon presentation, the checks being first examined and verified to establish their correctness.

It seems that the Kansas City bank had become possessed of knowledge, or at least a hint, that the small town bank was weakening. Accordingly instead of remitting for the drafts in line with the usual practice, the amounts were merely credited on some obligation which the small town bank owed the Kansas City bank.

The result was that while the line company has paid the drafts (and consequently the checks themselves); and while the small town bank has received full value in a certain definite way; the small town bank did not receive cash to pay to the farmers. The farmers, therefore, are out the value of the grain which they delivered.

Some of these farmers have called upon the line company to make settlement, saying they could not get the money on their checks. Upon being told to bring in the checks and receive new ones that would be cashed they admitted they did not have them, and when the line company searched its files the checks were found therein, paid in the manner described.



24,000-bu. Elevator at Shady Bend, Kan.

At least a few of the farmers involved are censuring the line company, claiming they did not get pay for their wheat. The line company has obtained a legal opinion to the effect that it is not liable in the matter further. The controversy seems to lie between the small town bank and the bank in Kansas City; and their difficulties are not the concern of the grain company.

It is entirely possible, however, that the circumstances of another case might be different, and because of this possibility other line companies may find food for thought in this happening.

Even if the line company is saved from additional loss, it is inevitable that an ill-feeling will exist in the minds of farmers who have been harmed. That this feeling does exist is evidenced by the following report published in a newspaper which serves the territory:

A goodly number of farmers in the vicinity of and probably elsewhere have been stung by selling wheat and receiving checks on which they have not been able to get cash. It seems that the grain company arranged with the bank of to cash their checks each day and send them thru the clearing house at night. The bank marked those paid and drew its money on them, but did not pay the farmers, and the grain company refuses to make them good, saying the farmers must hold the bank for their money, and that bank is closed. What would happen we wonder if the farmer gave the grain company a check that it could not get money on? Our guess is that some one would go to jail pretty quick.

African Corn at Chicago Show.

South Africa will display its agricultural skill at the International Grain and Hay show in Chicago the first week of December. Eight different entries of corn from the Transvaal will compete with American grown corn for the high prizes at stake.

News of South Africa's entry has just been received by Professor W. Q. Fitch of Purdue University, assistant superintendent of the show. E. A. Papendorf, vice president of the South African Maize Breeders', Growers' and Judges' Ass'n, and seven other growers are sending samples direct to the United States Department of Agriculture where they will be sterilized to meet embargo conditions and then entered in the big Chicago show. Some of the South African corn is said to have been grown from Indiana seed.

South Africa's participation in the show, which for five years has been made possible through the \$12,000 cash prize list offered to the Chicago Board of Trade, will be followed by other foreign nations. During the trip around the world, George S. Bridge of the Board of Trade, interested a number of countries that will enter competition probably next year.

More than 5,000 samples will be entered at this year's show.

A new feature just announced is a grain judging contest by college boys. Three students from the grain and forage classes in each college will compete. Already teams have been entered from the agricultural colleges of Pennsylvania, Michigan, Iowa, Kansas, Oklahoma, North Carolina and Idaho. Professor A. C. Army, University Farm, St. Paul, Minn., is in charge of this contest. The Chicago Board of Trade has made provisions for this feature in addition to its regular \$12,000 premium list in the interest of better farming.

Hundreds of junior entries have come in from boys' and girls' clubs which now represent a membership of 700,000. The boys and girls attending the show will be given a luncheon at which Secretary of Agriculture Wallace and others will speak. The juniors will have a most comprehensive display at the grain show as well as at the International Live Stock Exposition. Fifteen hundred winners in county, state and regional contests will be sent to Chicago. Forty-six states will be represented by their champions. In the junior corn contest keenest competition will be for the title of

"corn prince of the world." This honor was won last year by fourteen year old Glen Phares of Indiana.

Canada is sending the biggest outlay yet entered in the annual show. Educational exhibits being arranged now are from Illinois, Idaho, Minnesota, Alberta, Montana, Texas, Kansas, Wisconsin, Ohio, North Dakota, Michigan, Nebraska, Maryland and Indiana.

The Country Grain Dealer and the Option Market.

BY CHARLES E. BOARDMAN.

This fixed profit is not materially affected by the advances or declines of the market, as the methods of hedging or selling options immediately against the purchases or buying options against our sales, which is when we sell a car, so that we aim always to be in the position where we have as much sold as we have bought, so that none of the grain on hand is ours. In that case a fluctuation in the market does not affect the careful country grain dealer any more than it would any of you were you to have something in your possession that you did not own, that should decline in price.

Country grain dealers use this option trade for a hedge—the hedge is simply buying the same amount of option or future (as it is sometimes called) as our cash transactions. There are four wheat futures, May, July, September and December. Right now the trading is in December wheat. When a trade is made in December wheat it means that the trade will have to be completed at any time before the last of December, either by the delivery of the wheat or a cash settlement, based one way or the other on the price the trade was originally made at, and the market price at time settlement is made.

The Carrying Charge.—Right now Minneapolis May wheat is quoted at four cents higher than Minneapolis December wheat. This does not mean that they believe that wheat will be higher next May than it will be in December, but the millers who are buying May wheat against flour sales for next spring know that whoever puts this wheat away and carries it until May will have interest to pay on the money invested in the wheat. There will be storage and insurance, and they are offering a four-cent charge for someone to carry this wheat from December until May. This is called a carrying charge.

Any transaction we make involving actual grain we do just opposite in the option. Our hedge report is like a balance or scale. It may take several option trades to keep this scale balanced during the time this grain is bought and sold. Now the miller, the terminal elevator man and the exporter are all doing the same thing. That is why in the course of legitimate business each bushel of grain is sold several times in the pit where the option trades are made.

The grain trades on the floor where the grain is bought and sold do not refer to a particular sample of grain as being worth say \$1.25 a bushel, but rather at so much under or over the option. If a dealer buys wheat at say 4 cents over the option, after allowing for his freight and profit, regardless of whether the market goes up or down, and he sells at 4 cents over the option, providing of course he has put his hedge out, as he should, he would still have the original profit he figured on. If the value of the cash grain was less he would make up the difference in his option trade, or vice versa. That is the reason that the cash grain market always follows the option market. The option is the balance regulator.

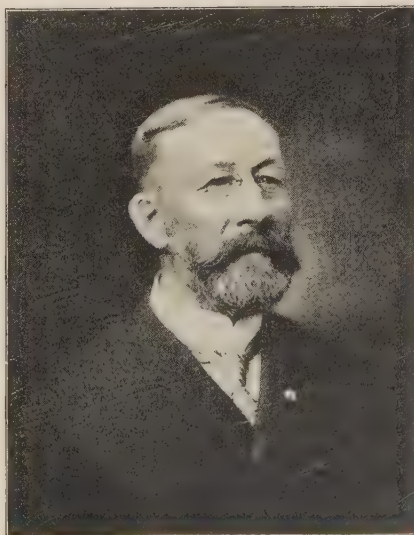
For the actual grain dealers it does not always work out that there are the same amount of buyers as sellers and it is to the speculators that the difference is sold to. It is the speculators that take up the slack and carry the load.

Spreaders—In every market there are what is known as spreaders or those who watch a chance to buy in one market and sell in another, and it is these trades that put them back in line, and for that reason one market will follow another. The reason Chicago December is 10 cents under Minneapolis December is because soft winter wheat is deliverable on Chicago contracts.

Premiums—While we can protect ourselves on the general raise and fall of the market, we have no protection against any change in the valuation of the premiums over the option, but these are slight and do not change very radically. The reason that there is a premium at all over the option is because the option price calls for a trade in a No. 3 Northern Spring wheat. Wheat of that grade is deliverable on an option trade and a miller knows that if he buys the option and takes delivery of the wheat he will only get a No. 3 wheat. He is therefore willing to pay a premium for the privilege of selecting a car of wheat of a higher grade and he uses his option largely as his hedge.

There have been times when this premium has been ruinous. A year ago now you will remember Amber durum was worth 12 cents over common durum; today the difference is only 2 cents. Had anyone carried Amber durum wheat that long they would have had no protection against losing the 10 cents. Last year when durum wheat first came to market there was a large percentage of the stuff graded Amber, which has to contain 75 per cent of amber colored hard vitreous kernels. As soon as the early rains set in the grain became bleached and very little of the durum contained 75 per cent amber colored berries. In the meantime the exporters had sold large amount of amber durum abroad but they could not furnish it. The foreigners held them to their sales, with the result that they were paying fancy premiums to get this amber durum. It was the exporters who were stung and, while the party with common durum to sell was not getting less than the grain was actually worth, it was the fellow with the amber durum who was getting more than it would ordinarily have brought.

It is the option trades that permit large receipts of grain to arrive at terminals without materially affecting the general law of supply and demand and temporarily reducing the price. This is best accomplished by having a broad market, which means a lot of trades, and to have that there has to be outsiders or speculators in the market, which we believe benefits the producers by permitting the Elevator Companies to handle their grain on a small margin without risk of loss on a decline and not hurting the speculator who deals in large amounts and can afford it.



Homer Chisman, Cincinnati, O., Deceased.

Books Received

THE SOAP FACTORY GANG SONG BOOK.—The S. F. G. Golf Club, an organization dedicated to the proposition of putting more companionship and less championship into golf, is more intimately known as the Soap Factory Gang. It acquired its name from an anthem which the members adopted on the links, alluding to the feminine toiler in the soap factory. A song book, recently published for the benefit of the club contains many clever parodies based on each member and an account of its origin by Burr S. Swezey, of LaFayette. The only rule controlling S. F. G. Tournaments banishes all golf etiquette, the purpose being at all times to harass, intimidate, flusterate, exasperate, confuse and mentally incapacitate each player when he is attempting to make a stroke. Autographed copies bound in Leather de Lux may be obtained by sending \$711.44 to Bert A. Boyd, Board of Trade Bldg., Indianapolis, Ind.

KOTA WHEAT is a pamphlet by J. Allen Clark and L. R. Waldron and dwells on a new wheat developed from seed brought from Russia in 1903. Extensive experiments have been conducted at a number of stations in North Dakota, South Dakota, Minnesota, Nebraska, Kansas, Iowa, Wyoming, Colorado and Texas. The name Kota, given this new wheat, was derived from North Dakota, which state is largely responsible for its development. The advantage of Kota over durum wheat is its ability to yield well and withstand stem-rust, a disease which predominates in the spring wheat region. Exhaustive experiments as to its yield, and the milling and baking value of Kota wheat indicate that it is better adapted to all of North Dakota, South Dakota, and eastern parts of Montana, Wyoming and Colorado than the more commonly used durum wheat. Dept. Circular No. 280, U. S. Dept. of Agriculture, Washington, D. C.

KANSAS Twenty-third Biennial Report contains chapters dealing with wheat possibilities in Kansas, raising alfalfa seed, sudan as a pasture grass. Published by the Kansas State Board of Agriculture, Topeka, Kan. In a short chapter on a Successful Elevator J. B. Brown of Larned writes, "A successful country elevator must have a definite object in view. The most common object is the handling of grain, and there has been very little difference in one locality from any other. Unfair dealing and advantages taken by the grain dealers some years ago was the principal reason for the formation of the so-called farmers' elevators. They have tried to overcome some of the abuses they were formerly subjected to. They have fought for a square deal and a division of the spread of price between the producer and consumer."

"A successful country elevator cannot, strictly speaking, be a general merchandiser, for experts are needed at the head of most lines of large volume, necessitating the division of management, and resulting confusion. The handling of grain, feed and coal have proven to be the greatest benefit. The spreading out in many lines has been the undoing of some otherwise successful elevators. The source of trouble oftentimes results from small capital, or inability of the management to be expert in many lines."

"A successful country elevator is very careful that all patrons receive just weights, grades, price and service. Courtesy is a big asset and goes a long way in explaining the why of certain things. The devious ways of the grain trade are legion, and a good manager must be a grain expert, not only in buying and weighing, but as to the future outlook, and, above all, on many occasions a diplomat."

"Where service is rendered no ironclad contract is needed; no membership or promotion fee is necessary; no federal aid or tax is wanted; no legislation for advantage desired. If successful, let success come from merit, from right; not at the expense of someone else."

Death of Homer Chisman.

Homer Chisman of Cincinnati, O., well known and highly respected by members of the grain trade, died at his home, recently at the age of 91 years. For twenty years, Mr. Chisman held the position of Chief Grain Inspector of the Cincinnati Chamber of Commerce. His death is deeply felt by a host of warm friends in the grain trade.

Grain Carriers

MONTREAL, QUE.—It required only three and one-half days to remove the Little St. Pierre bridge which collapsed recently, blocking grain movement and other traffic thru the Lachine canal.

BUFFALO, N. Y.—Piloted by Captain Johannes Hoogerwerf, noted deep sea skipper, the European steamer Itororo steamed into port, recently, carrying 55,449 bus. grain from Fort William.

The Interstate Commerce Commission will hold additional hearings in investigating rates and charges on grain and grain products, at Minneapolis, Nov. 26; Spokane, Dec. 5; San Francisco, Dec. 11, and Phoenix, Ariz., Dec. 17.

NEW YORK, N. Y., Nov. 1.—F. H. Price, export agent of the Millers National Federation, recently sent a long letter to the U. S. Shipping Board, protesting against a strike clause used in many Bs/L issued by operators of the Shipping Board steamers and services.

KANSAS CITY, Mo.—At the suggestion of the Kansas City and Omaha hay dealers ass'n, the Interstate Commerce Commission has decided to include in its investigations of rates on grain and grain products rates charged by railroads on hay.

FORT WORTH, TEX.—The denial by the Interstate Commerce Commission of the request made by the carriers for re-opening of the Southeastern grain case makes the reduced rates on coarse grains, granted effective Oct. 10, final and effective Dec. 10.

BUFFALO, N. Y.—The Eastern Steamship Corporation of New York has filed incorporation papers with a capital stock of \$1,000,000. The directors are, Judge Louis B. Hart, chairman; Nisbet Grammer, J. J. Rammacher, Edwin T. Douglas, Norman B. McPherson, Norman P. Clement, George J. Grammer and John B. Richards.

Charged with having stolen thirty-six grain doors from railway cars belonging to the Chicago & Northwestern Railway Co., Frank Cizek, living near Louisa, Iowa, was fined \$50 and costs, Oct. 27, in a Cedar Rapids court. Cizek is employed at the Quaker Oats plant and is alleged to have loaded the doors into an automobile on various occasions and carried them home.

A MEETING of the Kansas City board of trade was held Nov. 2 to discuss the move by railroad companies to attempt the increase of bonds required in connection with credit extended for freight charges. The carriers have been attempting to increase bonds of certain members of the board of trade to bring the indemnities to what the railroads consider a more secure level. Members have protested against such an increase.

KANSAS CITY, Mo.—Permission to intervene in the board of trade suit against railroads for refunding of excess freight charges paid on shipments between Oct. 21, 1921, and Jan. 7, 1922, has been requested by the Southwestern Millers' League and the Kansas City Hay Dealers Ass'n. Approximately 33,000 cars of grain, hay and flour were received at Kansas City during the time mentioned in the suit and a claim will be made on each car.

AN INFORMAL grain rate hearing was held, Oct. 25, before the Nebraska State Railway commission and attended by John A. Kuhn, traffic manager of the Omaha Grain Exchange, J. W. Shorthill, sec'y of the Nebraska Farmers Cooperative Grain and Livestock state ass'n, other country grain shippers and representatives of the railroad. Rates on grain from points other than those provided for in the order issued by the Commission last July were discussed.

FORT WAYNE, IND.—In an address Nov. 7 Postmaster General New stated that relief for the farmer does not rest in a reduction of freight rates. A freight rate reduction would only cover a small percentage of the farmers' loss and would prove ruinous to railroads, he declared. The postmaster general expressed his disfavor toward government control of railroads.

THE NORWEGIAN steamship, Vesta, made her sixth trip to Fort William, clearing Oct. 30, with a cargo of 64,000 bus. of wheat from Buffalo. This being her last trip this fall, she will return to her former route, between the North Sea and the Mediterranean. The Shenstone, an English tramp steamer, arrived for her second cargo of 60,000 bus. of grain, which she will take to Buffalo. The Shenstone will continue operating until the close of navigation.

BUFFALO, N. Y.—The Eastern Steamship Co., newly incorporated at \$1,000,000 and controlled by the Eastern Grain, Mill & Elevator Corp., has just purchased three large lake steamers. These have already been ordered to Fort William for wheat cargo to Buffalo. The Eastern Grain, Mill & Elevator Corp. has a fleet of ten new English-built steamers for Welland Canal service and is closely allied with Boland & Cornelius, whose fleet numbers approximately twenty large vessels.

THE SAULT ST. MARIE canals will be closed Dec. 14, ending the navigation season for 1923, according to an announcement made by the Canadian Department of Marine and Fisheries. A new record for canal traffic was established when 175 vessels passed thru the locks from 6 a. m., Friday, Oct. 12 to 6 a. m., Saturday, Oct. 13. Out of this number 137 boats passed thru the American locks and 38 thru the Canadian locks. It is estimated that the tonnage exceeded 750,000 tons. This surpasses all previous lockages recorded.

THE INTERSTATE COMMERCE COMMISSION has partially approved the application of the C. B. & Q. Railroad to increase rates on wheat and corn on its line in Illinois, to Cairo, Ill., and St. Louis, Mo. The proposed rate to St. Louis from stations Cleveland to Henderson and Woodhull and Nekoma was pronounced unreasonable, as was the rate from stations Alexis and Gerlaw to St. Louis. It was also decreed by the Commission that corresponding changes in the proposed rates to Cairo should be made to preserve the difference of 3 cents between the local rates to St. Louis and the proportional rates to Cairo.

KANSAS CITY, Mo.—An attempt by the Missouri Pacific railroad to restrict application of thru rates on grain from points on its own line to Texas and on thru routing over its own rails from points of origin to junction points with connecting lines south of Kansas City elicited a formal protest from the Kansas City board of trade and a hearing was held before the interstate commerce commission Nov. 1. The Kansas City board of trade, thru W. R. Scott, transportation commissioner, maintained that the action taken by the Missouri Pacific is damaging to the Kansas City Market and held that the thru rates should apply to all lines diverging from Kansas City with Kansas City as a junction point on this traffic.

ON SHIPMENTS of grain originating at stations on or beyond the Panhandle & Santa Fe and Gulf, Colo. & Santa Fe Railways, which are given inspection at points on the Panhandle & Santa Fe or Gulf, Colo. & Santa Fe Railways, and disposition orders result in a change of destination beyond the inspection point, no greater backhaul or indirect service charge will be assessed than would have accrued had the shipment been routed via the Amarillo & Fort Worth & Denver City Railway, and change accomplished at Wichita Falls or Fort Worth, Tex., or routed via Sweetwater & Texas & Pacific Railway and change accomplished at Cisco or Fort Worth, Tex.—Amendment to Texas Lines Tariff 32-D under Texas' R. R. Commission Circular No. 6012.

BUFFALO, N. Y.—W. J. McKibben, of the Hecker-Jones-Jewell Milling Co., has been elected vice chairman of the Great Lakes Shippers' Regional Advisory Board, an organization created to assume jurisdiction over the national movement of the American Railway Ass'n to secure closer co-operation between shippers and railroads.

CHICAGO, ILL.—The Illinois Commerce Commission will hold a hearing Nov. 15 for the purpose of giving consideration to the proposed changes in ratings, as set forth in supplement No. 4 to Illinois Freight Classification No. 12, Ill. C. C. No. 7. This supplement will affect the minimum weight of buckwheat and spelt in bulk.

THE SHIPPING interests at New York and Baltimore, according to announcement, have agreed to a wage increase to 80 cents an hour for day work and \$1.20 an hour for overtime and holidays for longshoremen. Agreement was reached after unsuccessful negotiations with the Longshoremen's Union to renew their recently expired contract.

THE ACTIVITIES of grain thieves in Canada have prompted an edict, issued October 16, ordering a careful inspection of the floors of railway grain cars. Vast quantities of grain have been lost thru the operations of "plug thieves" who bore holes in the floors of grain cars, allowing the wheat to trickle into their sacks, and then plug the holes.

OKLAHOMA CITY, OKLA.—A hearing was held Nov. 5 before J. B. Keeler, examiner for the Interstate Commerce Commission with the purpose of solving some of the rate problems which have been unsatisfactory to the Oklahoma flour millers and grain dealers. The complaint of the Oklahoma corporation commission that unjust rates exist on grain and grain products from Oklahoma points to Texas gulf ports was brought up. A questioning of the entire rate structure affecting southwestern and southeastern states was involved and testimony from millers and grain dealers of Texas, Oklahoma, Kansas and Missouri was taken.

WASHINGTON, D. C.—A concerted attack on the constitutionality of the provisions of the transportation act requiring railroads to divide with the government earnings in excess of 6 per cent on the value of the property of the individual carrier is being made by nineteen railroads, in alliance with the Dayton-Goose Creek railroad of Texas. The carriers contend in a brief filed in the Supreme court of the United States, which will hear oral argument, soon, in the Dayton-Goose Creek case, that Congress was without power under the constitution to appropriate or restrict the use of a carrier's net railway operating income. They assert that such appropriation and restriction is in violation of the fifth amendment of the constitution.

EXPEDITED SERVICE for new corn movement was suggested to all the railroads entering Omaha in a letter from the transportation com'te of the Grain Exchange urging that imperative instructions be issued to all concerned that there be no delay in the movement of grain and especially in the movement of corn. Shippers are advised to mark their Bs/L "New corn; expedited service essential."

THE NATIONAL COUNCIL of Farmers Grain Dealers Associations will convene in Des Moines, Ia., Nov. 13 and 14. Some of the topics which will come up for discussion are: the results of pooling wheat; tax on telegrams; dealing in options; difficulty of individual companies and uniformity in programs.

THE LITHUANIAN CABINET is reported to have decided to prohibit the importation of rye, wheat, barley, oats, peas, rye-flour and wheat-flour as a means of promoting Lithuanian agriculture and restricting the importation of unnecessary products. The demagogues of the U. S. who have the interests of the grain growers right next to their own purse will have the Lithuanian Cabinet abolished.

Cereals in the Field Museum.

The Field Museum of Natural History, on the lake front at Roosevelt Road, Chicago, holds much of interest to students of the cereals. All the exhibits in the Museum have been divided into four classes, Botany, Zoology, Geology and Anthropology, and Botany is given more space proportionately than in the other museums of the world, occupying a good share of the 700x350-ft. building.

In the department of Botany fall the grains and grasses that the grain dealer handle. The Botany exhibits fill five halls. In every case the economic products of the plants are stressed, thus making the exhibits not only instructive to the student, but of actual value to the business man.

Indian corn is illustrated by 12 whole cases. The herbarium contains more than 500,000 plant specimens mounted on large cards.

One case devoted to the grass family contains an entire dried plant of club wheat, and bundles of straw with heads, of Einkorn, emmer, spelt and the following 11 wheats: Polish, turkey, durum, western soft, European soft, poulard, kitchen, marquis, red fife, club and dicklow, together with 2 rowed barley, nepal barley, 6 rowed barley, Joannette oats and tartan king oats.

In two cases together are 32 kinds of wheat from Russia alone in jars, and 13 in trays; 4 from Bulgaria in trays, with other samples from Chile, Egypt, New Zealand, Italy and Portugal, as well as 13 trays from Illinois.

One case contains 32 glass jars of corn and 47 trays of corn, including Bessarabian corn, Russian corn, maize blanco from Ecuador, Venezuela, Chile and Mexico. Another case contains 19 complete sets of exhibits each embracing a glass jar of kernels, an ear, a split ear, a cob, a butt and an end, including such varieties as baming, silver mine, mastodon, King Philip, and 14 ears of colored and calico corn. Two cases contain 22 kinds of Hopi Indian corn from Arizona, mummy corn and apache Indian corn. Popcorn has a case with ears, ears with husks, split ears, jars of kernels, 9 kinds complete, including Mapledale prolific, Illinois snowball, monarch white rice. The products of corn are shown in 2 cases, samples being exhibited of meal, starch, glucose, oil, rubber, gum, dextrine, cellulose and

oil cake, not to mention the corn cob pipes or Missouri meerschaums.

Pod, or reverted corn, is one small exhibit, reproduced in the engraving herewith, which indicates how faithfully the Museum authorities endeavor to represent nature. This exhibit shows the complete ear, ear with part of husk removed, tip and base of an ear, a cross section and several pods containing the individual kernels. This form of Indian corn is found sometimes in a field of modern corn and is considered an attempt on the part of the plant to return to the original type as it existed before cultivation by man.

Field seeds have not been neglected. In quart glass jars are red top, meadow foxtail, cheat, rye grass, timothy, orchard grass, blue grass, white Egyptian corn, millet, Indian millet, sorghum, job's tears. Another case also contains 12 millets, kafir corn; and in another case are 7 millets in bottles, timothy, 8 samples of rice and 16 trays of rice grains.

One case of cereal products contains the milled barley products, rice and rice products in trays, 14 wheat products, a sample of whole white oats and 12 oats products in trays.

Dealers in the familiar choice hand picked Michigan pea bean would be surprised on seeing the exhibit in the Museum. Beans are there from all parts of the world. Grouped together are two cases containing 32 samples in bottles and 48 on trays. Another case contains 16 kinds in jars and 25 on trays, while castor oil beans alone have part of another case.

The Museum really has only made a beginning in the Botany Department, but under the vigorous direction of Curator B. E. Dahlgren it will in the course of time become one of the points of interest that will be included in the itinerary of every traveler in America. Some of the remarkable work that is being done to create exhibits of permanent value will be described in a following number of the Journal.

THE APPLICATION of the Arkansas Rice Growers' Co-operative ass'n, Stuttgart, Ark., for an advance of \$1,500,000 to finance orderly marketing of rice during the 1923-4 season was approved by the War Finance Corporation. All citizens are equally entitled to aid from this charitable corporation.

The Grain Merchants' Prospects.

BY TRAVELER.

The more I travel among the country grain elevator operators the more thoroughly am I convinced that few dealers make an earnest effort to cultivate the good will and friendship of their farmer patrons. Many exhibit an eagerness to serve the farmers they know, but do not exhibit much interest in the strangers who come to their offices.

I shall never forget what I saw in an elevator office in Northwestern Iowa several years ago. Not only did the dealer have a complete plat showing all the farms in the territory tributary to his station, but each farm was numbered, and in a little box in the drawer of his desk was a card for each farm. They were arranged numerically and the card told the number of acres in the farm under cultivation and the acres usually planted to different grains. Whenever he was able to pay a particularly attractive price for any seeds or grain, he saw to it that a notice of purchase was printed in the local newspaper and a marked copy sent to every farmer in his territory.

Bulletins issued by the State Experiment Station, the Agricultural College, or the Dept. of Agriculture, which in his estimation, would help his patrons to better farming, he obtained a number of copies, stamped each one "Compliments of Buy Grain Right & Co." and mailed it to each farmer in his district.

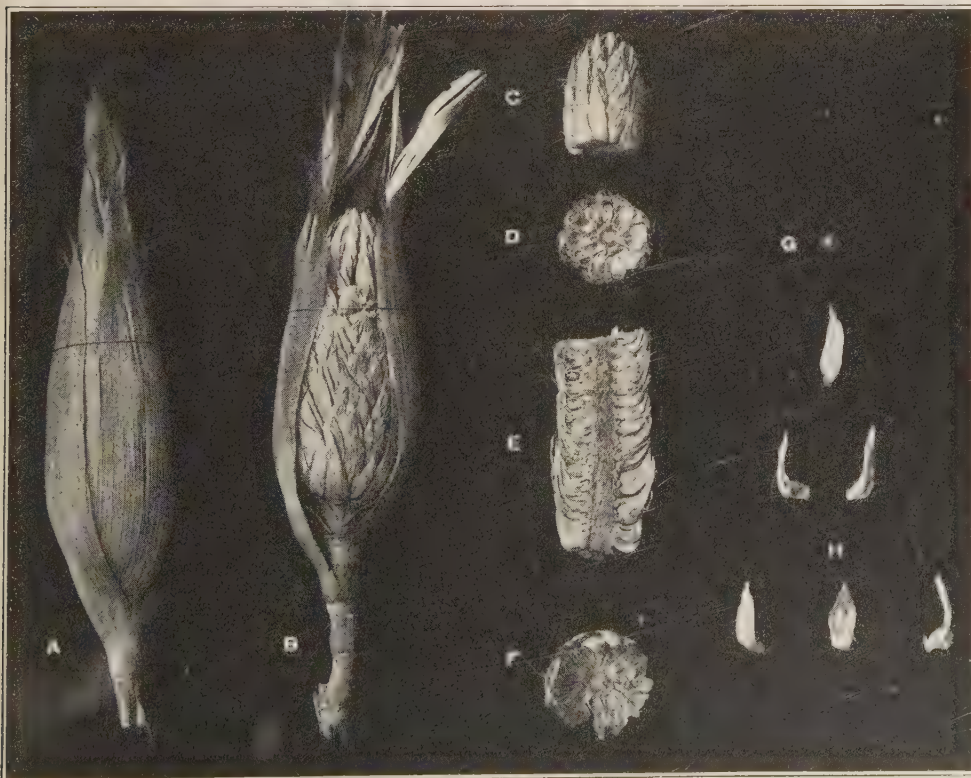
If weather conditions were such as to reduce the probability of oats or barley being brought to market in prime merchantable condition, he sent a mimeographed letter to each farmer calling attention to the probable deterioration in their grain and loss of price, and ventured a kindly suggestion regarding such care of the grain as would make a discount off the current price less likely. By studying the grading and care of grain and passing the information on to all farmers of his district he soon won their respect and confidence so that many of them called on him whenever they came to town even though they did haul some grain to the other elevator.

In the course of time he captured most of the patronage coming to his station, and that too without overbidding, overgrading, or saying one unkind word about his competitor. He won the farmers by his earnest interest in their welfare and I feel certain that if the agitators have ever attempted to organize the farmers of his district by misrepresenting either his integrity or his business methods they would meet with a cold reception.

Tenants on a Railroad: One particularly attractive feature of his card index containing farms was that all farms occupied by tenants were listed on a red card and the name of the landlord was also given so that in case of any doubt as to tenant's right to sell grain, the matter could be quickly straightened by communicating with the owner of the land.

I have often been in the offices of country elevator operators when they were called up by farmer patrons to get the markets, but I do not recall ever knowing of a country grain dealer calling up the farmer. If the dealers had the telephone numbers of all the farmers of their section and would call them evenings after they have come in from work, no doubt they could say much that would interest and help their farmer patrons. However the written or printed word generally makes a more lasting impression and is far more effective.

The demagogues who have been over running the country and leading the farmers into all kinds of unfortunate investments depend largely upon the abuse and misrepresentation of the existing methods for marketing grain for gaining the attention and confidence of the farmers they are trying to bleed. These vampires have never been known to hesitate to say anything against the existing methods of marketing grain that could be expected to impress the grower with a need of change. None of them has ever attempted to progress by telling the farmer the real truth; in fact, they are not interested in the truth. The farmers



A. Ear of Pod Corn. B. Ear with a Part of the Husk Removed. C. Tip. D. Section Thru Ear. E. Split Ear. F. Base of the Ear. G. Attachment of Silk. H. Pods.

not being on friendly terms with the local dealer, have hesitated to ask questions; so they have accepted the wild statements of their false leaders and followed whosoever they have led, and sad to relate, to their own loss. All the time and money they have devoted to the U. S. G. G., Inc., and many other associations for "revolutionizing" the marketing of grain has brought no benefit to the farmers who contributed the expense money.

It should not be difficult for every country elevator operator to cultivate his business prospects, and surely if he conducts his work with an honest effort to serve his farmer patrons and help them to better results, the work should be both interesting and profitable.

I recall that one enterprising Ohio grain merchant, D. R. Kisser of Vaughnsville, recently deceased, sent all the farmers of his district calendars and an occasional letter about the demand for different kinds of grain. He felt that his communications were appreciated and helped to increase his trade. They could not have had a contrary effect.

If any dealer has ever tried this plan of business building to his own disadvantage, the trade would surely be pleased to know where he stumbled.

Anderson Asks Tariff Increase on Wheat.

Formal application for an increase in the duty on wheat was made to the tariff commission, Nov. 1, by Representative Anderson of Minnesota, president of the Wheat Council of the United States. Representative Anderson furnished data with his application serving to show that the cost of production in this country is greatly in excess of Canadian production costs. Information was also provided showing that the Canadian producer enjoys the advantage of a lower freight rate by $2\frac{1}{2}$ to 3 cents a bushel. The quality of Canada's spring wheat, being better than American wheat, gives an additional advantage of 5 or 6 cents a bushel, according to Mr. Anderson's figures.

President Coolidge has power, on recommendation by the tariff commission, to increase the existing rate 50 percent. The present duty is 30 cents a bushel and an increase of 15 cents a bushel, according to Mr. Anderson, would afford an increase to the farmer of 8 or 9 cents in the price of wheat.

Most of our grain merchants insist that, so long as we have a surplus of wheat in excess of domestic needs, a high import duty may keep out Canadian wheat, but its exclusion will not boost the price of United States wheat one penny, for the surplus of both countries is sold in the same European markets and the price prevailing abroad fixes the price at home.

Car Loadings and Available Loading Stock.

In its bulletin of Nov. 1, the car service division, American Railway Ass'n states that the total loading for week ending Oct. 20 was 1,072,881 cars, a decrease of 11,577 cars under the preceding week. It was, however, an increase of 82,992 cars over the corresponding week of 1922 and 108,070 cars over the same week of 1921.

The total loading for the week ended Oct. 27, according to bulletin of Nov. 8, was 1,073,965 cars, an increase of 1,084 cars over the preceding week, 74,247 cars over the corresponding week of 1922 and 122,581 cars over the same week of 1921. Loading of grain and its products was 49,420 cars, an increase of 637 cars over the previous week. This was a decrease of 1,864 cars under the corresponding week of 1922, but an increase of 1,210 cars over the same week of 1921. The reported shortage of cars for the period ending Oct. 23 was: Box cars, 4,317; coal cars, 3,250, and all freight cars, 13,655. The surplus serviceable equipment for the same period was 15,974 box cars; 5,674 coal cars, and 23,895 all freight cars.

Seeds

SAN JOSE, ILL.—W. G. Kelly doubled the size of his seed house here last summer.

RUSHFORD, MINN.—Timothy seed in this section is nearly all marketed.—M. Johnson.

SELFRIDGE, N. D.—The flaxseed crop was good, this year.—Selfridge Equity Exchange.

LUBBOCK, TEX., Oct. 26.—Sudan seed crop short, other seeds will be short and high in spring.—Jackson Bros., A. W. Jackson.

KANSAS CITY, MO.—Harry A. Keating has registered as a trade mark, the word "White-flake," No. 182,420, for pop corn in its natural state.

SIOUX CITY, IA.—C. A. Ranney, formerly with the Albert Dickinson Co., at Minneapolis for eighteen years, is now connected with the Wertz Seed Co.

DES MOINES, IA.—H. V. Harden, formerly with the Iowa Seed Co., is now affiliated with the Standard Seed Co. Mr. Harden will travel over the western half of Iowa.

BERLIN, O.—Clifford A. Barden, of Oberlin and Wakeman, has registered as a trade mark, No. 181,928, the words, "Barden's Wonder Bantam," with three ears of corn forming a triangle, for Seed Corn.

SUPERIOR, WIS., Oct. 31.—The flaxseed crop at this market is very dirty, a dockage of 50 per cent being not unusual, while 15 per cent is a regular occurrence.—E. W. Feidler, Wisconsin Grain & Warehouse Commission.

CHICAGO, ILL.—The wholesale seed merchant was one of the businesses listed in the opinion rendered by Colin C. H. Fyfe, general counsel of the Illinois Manufacturers Ass'n, holding that ordinances, providing for collection of licenses are invalid.

COUNCIL BLUFFS, IA.—The slight damage by fire to our elevator has been repaired. We have made extensive improvements in the past few months and now have an elevator that is quite modern in every respect.—Council Bluffs Seed Co. Elevator formerly owned by Droge Elevator Co.

SALT LAKE CITY, UTAH.—W. H. Smith's interests in the Cache Valley Seed Co., have been sold to the Occidental Seed Company of Salt Lake. J. S. McCann still retains his interests in the business and will be its manager. The new concern will operate as the Cache Valley Seed & Produce Co.

KANSAS CITY, MO.—A. D. Sedlock, former salesmanager of the J. G. Peppard Seed Co., is now affiliated with the Standard Seed Co., of Kansas City. Mr. Sedlock owns one-third interest in the company, which is incorporated with a capital stock of \$50,000. It intends to deal extensively in wholesale grass and field seeds.

MANHATTAN, KAN.—The agronomy department of the State Agricultural College has completed a building for the handling of new seed. The first floor comprises an office, vault and five bins with a capacity of 4,000 bus. There is one room on the second floor used to store grain from experiment plots before it is cleaned and placed in bins on the floor below. An elevator operates between the two floors facilitating the handling of the grain.

PULLMAN, WASH.—Ridit, a newly developed smut-proof wheat, will be tested by 137 Washington farmers, next season, the seed having been furnished them in one pound samples by the State College of Washington. According to Professor E. G. Schafer, head of the department of farm crops, this variety is adaptable to only certain sections. The name "Ridit" is derived from the first letters of five latin words meaning, rye, beardless, hard, free from smut and wheat. These qualities are all embodied in Ridit wheat.

THE WHOLESALE GRASS SEED DEALERS Ass'n will convene for its mid-winter session in Chicago, during the last week in January. The exact date has not yet been announced. Com'te appointments for the year 1923-24 are: Publicity chairman, Clifford Corneli; vice-chairman, A. H. Flanigan; other members, C. C. Massie, R. S. Sheldon, J. G. Purvis; membership, chairman, A. E. Reynolds, E. F. Mangelsdorf, Robt. S. McCullough; trade rules, chairman, F. P. Armstrong, M. H. Duryea, A. F. Mangelsdorf, D. A. Parks, J. L. Peppard; arbitration, chairman, L. L. McCullough, J. J. Buffington, Clifford Corneli, A. H. Flanigan, R. S. Sheldon; legislative, chairman, W. G. Scarlett, C. D. Boyles, J. Wm. Jefferson, P. V. Kelly, C. C. Massie; grievance, chairman, Curtis Nye Smith, C. D. Boyles, H. S. Patrick, H. E. Conklin, L. L. McCullough, C. A. Neal, Hugh Tewele, Owen T. Watts.

IMPORTS of forage plant seeds for the three months of July 1 to Sept. 3 were 2,848,700 pounds alfalfa seed, 21,900 pounds Canada bluegrass, 2,029,200 pounds alsike clover, 4,798,400 pounds crimson clover, no red clover, 113,100 pounds white clover, 2,600 pounds clover mixtures, 100 pounds grass mixtures, no mixed agrostis, 100 pounds meadow fescue, 100,000 pounds broom-corn millet, 13,200 pounds orchard grass, 519,500 pounds rape, no redtop, 238,300 pounds English ryegrass, 88,300 pounds Italian ryegrass, 189,400 pounds hairy vetch and 422,700 pounds spring vetch; compared with 3,591,800 pounds alfalfa seed, 2,800 pounds Canada bluegrass, 2,867,400 pounds alsike clover, 725,700 pounds crimson clover, 226,600 pounds red clover, 207,300 pounds white clover, 5,600 pounds clover mixtures, 100 pounds grass mixtures, 2,400 pounds mixed agrostis, no meadow fescue, 708,200 pounds broom-corn millet, 198,300 pounds orchard grass, 417,400 pounds rape, 7,600 pounds redtop, 346,100 pounds English ryegrass, 169,800 pounds Italian ryegrass, 151,200 pounds hairy vetch and 228,200 pounds spring vetch, during a corresponding period of 1922.

WASHINGTON, D. C., Oct. 26.—Sunflower seed production in Missouri, Illinois and California is estimated to be 11,500,000—14,000,000 lbs. compared with 8,000,000—10,000,000 lbs. last year, according to information obtained by the United States Department of Agriculture. The larger production is due chiefly to the increased acreage in southeastern Missouri and southern Illinois. About 17,000 acres of sunflower were planted in Missouri but a larger acreage than usual was abandoned because of the late, wet spring so that the acreage harvested for seed was believed to be about 3,000 acres less than the planted acreage. A yield per acre of 550 lbs. per acre compared with about 600 lbs. last year would result in a production close to 8,000,000 lbs. Estimates as high as 9,000,000 and upwards have been made for the 1923 Missouri crop, compared with 6,000,000—7,000,000 lbs. last year. The Illinois crop is estimated at 2,000,000 lbs. or more compared with upwards of 1,000,000 lbs. last year. Some correspondents indicate as much as 3,000,000 lbs. this year and 2,000,000 lbs. last year. No acreage and yield-per-acre figures for the state are available at this time, but

Receipts and Shipments of Seeds.

Receipts and shipments of seeds at the various markets during October, compared with October, 1922, were as follows:

	FLAXSEED.		—Shipments—	
	1923	1922	1923	1922
Chicago, bus.	106,000	167,000	8,000	.....
Duluth, bus.	2,453,883	1,143,122	1,555,464	596,775
Minneapolis, bus.	1,952,810	1,072,430	407,550	195,690
Superior, bus.	1,736,167	543,680	1,195,105	342,905
Milwaukee	120,650	71,735	.....	9,554
Montreal	107,409	62,718	.....	.....
Ft. William	974,243	510,375	468,271	167,647
TIMOTHY.				
Chicago, lbs.	4,419,000	4,577,000	1,804,000	4,934,000
Milwaukee, lbs.	755,500	1,057,000	724,612	160,590
CLOVER.				
Chicago, lbs.	1,681,000	1,293,000	514,000	842,000
Milwaukee, lbs.	304,223	500,231	753,425	409,535
KAFIR AND MILO.				
St. Louis	4,800	9,600	2,150	4,830
Wichita, bus.	.....	14,400	.....	12,000

the consensus of opinion is that the Illinois crop is much larger than last year. The crop in the San Joaquin Valley of California is estimated at 1,800,000—2,000,000 lbs. compared with 700,000—800,000 lbs. last year.

SOY BEANS must be given a certain amount of careful handling if the best results are to be obtained. It has been found that thin planting—about 30 to 60 pounds per acre—produces hay which is coarse and weedy. With the intention of securing a full stand and keeping down the weeds, one large grower will hereafter sow two bushels of seed to the acre. It is essential that a good, clean seed-bed be prepared, in sowing soy beans, as this crop grows quite sluggishly, at first, and weeds are apt to retard the growth unless kept in check.

OKLAHOMA CITY, OKLA., Nov. 10.—The preliminary estimate of yield per acre of grain sorghums (Kaffir, Milo, etc.) harvested for grain is also low following a very severe season. The estimated production is 15,660,000 bushels and the yield per acre is 12 bushels. The production last year was 19,575,000 bushels, two years ago, 26,040,000 bushels, and three years ago, 35,100,000 bushels. The drought of June and July did considerable damage and the recent rains have caused further damage by rotting the grain in the shock. The quality will be poor and the supply short.—Carl H. Robinson, U. S. Dept. of Agri.

TOLEDO, O., Nov. 3.—Clover seed market ruled easier during the past week. October ended quietly with short interest able to make deliveries. Cash houses have since been sellers of cash clover and this market has lost its premium. There is still a fair-sized shortage of December clover. Foreign seed has not yet arrived in any quantities. Fresh receipts from the country extremely light with little prospect of increase. It looks as tho on breaks that purchase of futures should be made to provide for future requirements. Old prime seed at a discount looks fairly attractive. Timothy and alsike both in a rut. The undertone of timothy market rather firm but in alsike looks extremely weak.—The C. A. King Co.

"ARGENTINA'S flaxseed crop was sown under splendid conditions, and the weather has continued absolutely favorable thruout, up to the time of writing," writes the Argentine Produce Co., prominent exporters, to Archer-Daniels-Midland Company of Minneapolis, Minn. "Reports from the country indicate that the crops never looked so well before. The latest available figures give 4,824,440 acres sown as against 4,110,329 acres last year. Last year's crop was estimated at 44,990,760 bus., therefore, reckoning on the basis of the same yield as last year, the new crop will give 52,776,960 bus., an increase of 7,786,200 bus., but if these conditions continue, the yield should certainly be bigger than that of last year."

JEFFERSON CITY, MO.—Nov. 10.—Missouri's 1923 soybean acreage was largely increased over 1922, but cowpeas remained the same area, according to the Federal-State Crop Reporting Service. Soybeans yielded 12 bus. per acre, or

360,000 bus. from 30,000 acres for seed, with possibility of some not being threshed due to lack of machinery. Cowpeas are threshing 9 bushels per acre on 21,000 acres, totaling 189,000 bushels. Some difficulty was experienced in harvesting soybeans, due to heavy rains in September and early in October, with cowpeas harvest late in southeast. Clover seed is a poor crop, yielding only 1.6 bushels per acre with 14,000 acres cut, or total of 22,000 bushels compared to 36,000 last year. Continued rains and scattered harvestings may result in much clover seed not being threshed. Grain sorghums average 3 tons per acre or 526,000 against 507,000 last year, yield of grain 21 bushels, totaling 294,000 compared to 300,000 in 1922.—E. A. Logan, U. S. Dept. of Agri. and Jewell Mayes, Mo. State Bd. of Agri.

Grass Seed Pool in Trouble.

Investigation of the management of the Egyptian Seed Growers' Organization, also known as the grass seed pool, has been started by some of its members who claim that the officers will not permit them to inspect the company's records and that information concerning the business is being withheld.

D. J. Hollinger, representing several members of this organization, has filed suit in the Clay County Circuit Court at Louisville, Ill., seeking an order which will compel the officers to permit them to inspect and audit the books.

Many members complain that they lost money, last year, thru the company's holding their seed and for this reason are unwilling to enter it again this year. It is said that all the seed pooled last year was not sold and is being held at this time.

The court proceedings are scheduled for Nov. 17.

Wilt Resistant Flax Needed for Seed.

Prof. A. C. Arny of the farm crops division at Minnesota University Farms advises growers of flax to secure seed now for the 1924 planting. Farmers of Minnesota found flax one of their profitable cash crops this year, and the acreage will undoubtedly be increased in 1924.

"One of the most important factors in growing flax successfully is to use a high yielding, wilt resistant variety. An ample amount was grown in Minnesota to supply the needs for seed in 1924, but it is important that farmers get a supply now before it is sold for pressing purposes. Many growers produced certified seed this year, and that is the kind of seed to plant another year. Seed of this kind can be obtained by addressing the Crop Improvement Association at University Farm. There is also an abundance of North Dakota resistant No. 114 available. Because of a scarcity of wilt resistant seed last year, seed which was not resistant was planted in instances and resulted in the loss of the crop."

This year the total yield of flax in this country jumped from 11,000,000 bus. of the year before to 19,500,000 bus. Professor Arny points out, however, that this is still 15,000,000 bus. short of the quantity needed for the manufacturer of linseed oil in this country.

CANADIAN WHEAT is becoming exceedingly workable in Kansas City territory. A Kansas City exporter said, "On the basis of the Winnipeg October wheat close recently of 96% cents and with spot No. 2 northern selling at a discount under November, less the exchange difference of 2 cents, with the import duty of 30 cents bu. paid, sets a price of \$1.24% basis Minneapolis, or Duluth. The freight rate from Minneapolis or Duluth to the Gulf is 21 cents bu. The rate from Kansas City to the Gulf is 18 cents. By using the billing on flour shipments to the Gulf the wheat could be brought in here at a freight cost of 3 cents per bu. This makes the price \$1.27%, basis Kansas City."

Harvesting Soybeans for Seed.

J. B. Park, of the Department of Farm Crops, Ohio State University, in his crop talk of August says: Harvesting should usually begin when most of the leaves have fallen and a majority of the pods are dry. With a windrowing attachment the mower is one of the best means of harvesting. It shatters few beans, will cut lower than any other implement and is less expensive to operate than the binder. One of Ohio's largest growers of soybeans for seed uses this method. He allows the beans to become nearly or entirely ripe before cutting and at that stage, one or two days of good weather in the windrow are sufficient for curing. Then, while the dew is on, he uses a slow-speed, side-delivery rake to throw two of these rows together into one windrow. He takes the windrow up with a drum hay loader and sometimes threshes directly from the field, but usually he puts the beans in the barn to go thru the sweat before threshing.

If the side-delivery rake and loader are not available, the beans may be cured in the windrow and then put in cocks for further curing or taken up and threshed at once. If a dump rake is used, the plants must be tough from dew or rain. In using the mower, it is often desirable to have a man with a pitchfork help to keep the sickle clear as the plants have a tendency to fall forward. It is sometimes necessary to use a longer guard on the inner shoe of the cutter bar to keep the plants from falling on the pitman head and under the wheel.

The self-rake reaper is a satisfactory means of cutting, and some Ohio growers have purchased new machines for this purpose. It places the plants in bunches out of the way of the next swath and perhaps causes less shattering than any other implement. The rakes keep the cut plants out of the cutter bar and so prevent clogging the machine. The bunches require no raking, and may be allowed to cure where they lie, turning in wet weather, or they may be set up in small, loose shocks.

Threshing.—The chief difficulty in threshing soybeans with a grain separator is the splitting of the seed. This may be largely prevented by reducing the speed of the cylinder, which should run at from one-third to one-half of the normal rate. The separating machinery and the blower must run at normal speed in order to prevent the heavy straw from choking the machine. This change may be accomplished by using a larger drive pulley for the cylinder and also larger pulleys for driving the separating machinery and the blower. Some grain separators have special speed adjustment attachments for soybean threshing. If the beans are dry, no concave teeth are necessary and a board is better than a blank concave, as it splits fewer beans. If the pods are a little tough, a single row of concave teeth will be needed. Especially thin concave teeth can be secured which are valuable in reducing the amount of cracking. The wind stacker often clogs at the base of the stacker tube when threshing soybeans and from this point of view the slatted carrier is more desirable.

As a makeshift method, soybeans are sometimes threshed with a corn shredder, the beans coming out of the shelled corn spout. However, a large percentage of the beans are lost in the straw.

Small lots of an acre or two can be beaten out with a flail, as the beans thresh very easily when dry.

Storage of Seed.—If they are at all damp, soybeans heat more rapidly and are more seriously injured by heating than most other seeds. Beans threshed from the field should either be spread out not more than a foot deep in bins and kept shoveled over or placed in sacks in a well ventilated room with plenty of air space around them. Cross piling is one practical way of securing this. Seed which has gone thru the sweat in the stack or mow will usually keep in dry bulk storage. Soybean seed is not affected by weevils and other stored grain insects, except under conditions of excessive infestation.

Imports and Exports of Seeds.

Imports and exports of seeds for September compared with September, 1922, and for nine months ending with September, are reported by the Bureau of Foreign and Domestic Commerce as follows:

IMPORTS.		9 mos. ending Sept.	
1923	1922	1923	1922
Beans, lbs.....	2,397,995	6,296,700	118,270,071
Peas, lbs.....	352,052	1,320,300	12,511,096
Clover, lbs.....	3,784,999	5,199,573	10,999,244
Other gr. seeds, lbs.....	374,692	.....	17,595,915
Sugar beet seeds, lbs.....	88,693	.....	13,438,782
.....	.....	.....	2,819,798
EXPORTS.		9 mos. ending Sept.	
1923	1922	1923	1922
Beans, bus.....	52,356	41,366	517,748
Peas, bus.....	6,118	8,400	60,243
Clover seed, lbs.....	16,590	420,613	1,397,555
Alfalfa, lbs.....	103,565	65,766	295,695
Timothy, lbs.....	397,609	572,006	13,512,936
Other gr. seed, lbs.....	197,497	426,864	2,435,400
.....	.....	.....	2,031,662

Feedstuffs

TACOMA, WASH.—The Sperry Flour Co. has ordered a soya bean and copra cake crusher.

EMMETT, IDAHO.—The Emmett Feed Mills have been incorporated with a capital stock of \$25,000.

NEVADA, IA.—The Deola Milling Company is now operating its newly installed, electrically driven attrition mill.

SEATTLE, WASH.—We have purchased a feed mill mixing unit which we expect to install in our Seattle plant.—Albers Bros. Milling Co.

WASHINGTON, D. C.—The annual meeting of the Feed Control Officials of the United States will be held in Washington, Nov. 22 and 23.

TACOMA, WASH.—The Tacoma Feed Co. has recently increased the capacity of its steamed rolled oats and barley department.

SWEETWATER, TEX.—Sweetwater Cotton Oil Co. has registered as a trade mark, No. 181,502, the word "Sweetco" for live stock feed.

MOUNTAIN VIEW, N. J.—The feed mill operated by Bailey & Winters was recently destroyed by fire, the loss being estimated at \$10,000.

MEMPHIS, TENN., Oct. 26.—Watson's feed store was destroyed by fire. A large quantity of hay, close by, was also destroyed by the flames.

SEDRÖ WOOLEY, WASH.—The Skagit Commission Co. is rebuilding its feed mill and installing a batch mixer and a Le Page Corn Cracker.

ST. PAUL, MINN.—Capital City Milling & Grain Co. has registered as a trade mark, No. 175,845, for feeds the words "St. Paul Queen" below a woman in skating costume.

LUBBOCK, TEX.—Jackson Bros. new brick grain building for retail stores and office will be used in connection with their brick track property and coal yard.—A. W. Jackson.

HOUSTON, TEX.—E. C. Dowman Grain & Hay Co. has purchased machinery to manufacture a full line of mixed feeds. This makes the fifth mixed feed plant for Houston.

MINNEAPOLIS, MINN.—International Milling Co. has registered as a trade mark, No. 176,408 the word "Blackhawk," with a spread hawk below it, for stock and chicken feed.

EVANSVILLE, IND.—Mead, Johnson & Co. of Evansville and Toronto, manufacturers of infant diet materials, have purchased a five-acre tract at Clintonville, Wis., and will build another plant.

STITTVILLE, N. Y.—Clayton H. Payne, for several years associated with the feed trade in Lewis and Oneida counties, died Oct. 17. Mr. Payne was 55 years of age. Death was caused by paralysis.

WEST PALM BEACH, FLA.—William B. Coon formerly of Middletown, N. Y., will engage in the feed business here. A mill and storehouse has been provided for and the machinery for the mill shipped.

BUFFALO, N. Y.—The Consolidated Feed Dealers Ass'n recently held a meeting to vote on a change of name to the Consolidated Feed & Grain Co., of which C. B. Seay is pres. and Eliot W. Mitchell, sec'y.

Feed Movement in October.

Receipts and shipments of feedstuffs at the various markets during October, compared with October, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Chicago, lbs.	38,621,000	36,040,000	102,721,000	101,764,000
Milwaukee, tons	113,400	11,540	7,954	20,583
St. Louis, cks. bran	188,230	154,800	834,920	707,970
Kansas City, tons bran	3,300	5,240	22,140	19,580
Peoria, tons.	43,450	34,020	39,200	28,050

RED BANK, N. J.—Fred D. Wikoff Co. has registered as a trade mark, No. 159,675, the words "Make 'Em Lay" together with a hen in a nest full of eggs both bordered by a key-stone, for poultry foods.

ONAMIA, MINN.—The Onamia Feed Mill Co., which recently completed an elevator does a wholesale and retail business and manufactures feed. O. E. Gravel is sole owner of plant.—Onamia Feed Mill Co.

OWENSBORO, KY.—Sandefur's Cereal Mill, assignor to Anglo-American Mill Co., has registered as a trade mark, No. 180,301, the word "Marvel" for cereal scratch and chick feed for poultry and cereal feed for hogs.

CLARKSBURG, W. VA.—Seven Brothers, Inc., incorporated by the seven Frame brothers, to deal in feed and flour, claim the distinction of being the only corporation in the United States consisting entirely of seven brothers.

ST. LOUIS, MO.—We began the operation of our glucose and corn sugar plant about the middle of August with a capacity of 5,000 bus of corn per day and at this time the orders we are receiving exceed our output.—Anheuser-Busch, Inc.

KANSAS CITY, MO.—E. A. Witter, formerly in charge of the feed department of the Hovland Flour Mills Co., is now affiliated with the Sun-Ray Products Co., a subsidiary of the Ismert-Hincke Milling Co. Mr. Witter will have charge of a new department buying and selling millfeeds.

OWENSBORO, KY.—Sandefur's Cereal Mill, assignor to Anglo-American Mill Co., has registered as a trade mark, No. 180,297, an orange and blue rectangle, the colors divided by an irregular line from right top to left bottom corner, for corn meal, cereal scratch, and chick feed for poultry, cereal feed for hogs.

PORTLAND, ORE.—The Triangle Milling Co., Inc., has issued the contract for a new \$20,000 feed mill in Portland and construction is now under way. The main building will be 75x116 feet, of concrete construction, one-story, the feed mill section to be 32x6 feet, three stories, frame construction, containing six bins 45 feet high.

ALLIANCE, O.—The chicken feeding business has developed wonderfully and in the last three years we have experienced a change from whole grain feeding to various prepared mashes. We sell carloads where 5 tons would have been a large lot. We are selling No. 1 wheat for chicken feed.—John Garman of Garman Bros.

MARION, N. Y.—Storage capacity of 1,600 ft. floor space for feed has been added to our elevator. We handle flour, feed, grain, seed and fertilizer, do custom grinding of feed, also do flour grinding, mix dairy feed mash for poultry, and scratch grain. I am in the feed game about 12 years.—Chas. L. Seybold, Marion Roller Mills.

COLFAX, WASH.—A fire destroyed the grain, feed and grocery store owned by C. W. McFarland, along with other connecting buildings, recently. The flames originated in the rear of one of the buildings. The building and stock were valued at \$30,000, with insurance of \$13,500. Mr. McFarland purchased and remodeled the building a short time ago.

MINNEAPOLIS, MINN.—The Ralston Purina Co. of St. Louis has purchased the property formerly owned by the Clarx Milling Co., which comprises a substantial mill building and concrete storage capacity of about 130,000 bus. The mill building will be converted into a modern feed manufacturing plant. A fire proof concrete warehouse is now being constructed.

DECATUR, ILL.—The Chapman-Doake Feed Co. has an improvement and enlargement program under way which will involve a cost of \$35,000. The old building which it now occupies will be remodeled and a new building erected adjoining it. The new building will be used for warehouse and milling purposes and new milling machinery for the manufacture of feeds will be installed.

SOUTH TACOMA, WASH.—About six months ago we completed a reinforced concrete elevator and head house with storage capacity of about 100,000 bus.; also a new 4-story reinforced concrete mill building with basement, with a capacity of 100 to 125 tons per 8 hours, for the manufacture of dairy and poultry feeds and for the cleaning and storing of seeds.—Kenworthy Grain & Milling Co.

MAXWELL M. NOWAK, of the Nowak Milling Corp., Buffalo, N. Y., was the honored guest at a surprise dinner, given in the nature of a farewell testimonial, Oct. 27, by a host of his business associates. Mr. Nowak has been prominently active in the grain trade for over ten years and his popularity was reflected in the stirring tribute paid him by his many friends. Mr. Nowak is leaving Buffalo and will establish his future residence in Chicago.

CHICAGO, ILL.—Prompted by the introduction of an ordinance in the city council, placing a tax on wagons owned by dealers in hay, grain and feed in the City of Chicago, a com'te representing the Chicago Feed Dealers Ass'n and a com'te from the council got together and agreed upon an ordinance acceptable both to the city council and the association. This ordinance calls for a flat tax of \$2 to be placed on each wagon owned by hay and grain dealers. The ordinance will not go into effect, however, until Jan. 1, 1924, as it was necessary to enact an ordinance covering coal dealers, there being many hay and grain dealers handling coal.

CHICAGO, ILL.—The Arcady Farms Milling Co. has leased the fourth floor of the Farwell Building, giving it office space of 10,400 square feet, at a term rental of \$172,000. The company plans moving into the new quarters about the first of next year. O. E. M. Keller is president of this concern and Arthur Meeker of Armour & Co., owns the controlling interest. It is reported that the three associated companies, the Golden Grain Milling Co., with a plant at East St. Louis, Ill., the Clover Leaf Milling Co., Buffalo, N. Y., and the Triangle Milling Co., Kansas City, of which Mr. Keller is also president, will be combined, with their sales offices at Chicago.

Quarantine Against Hay from Utah and Wyoming.

The alfalfa growers in Utah and parts of the surrounding states are suffering heavy annual losses on account of the presence there of the alfalfa weevil, an insect very destructive to alfalfa. This is an imported pest, being present in Europe, western Asia and northern Africa. It was first seen in the U. S. in a small field of alfalfa near Salt Lake City in 1904. At that time it was very destructive, the first crop being damaged fully 50% and the second crop being practically destroyed. It is now found over all of Utah, most of Idaho and in the adjoining states east and west. Thus far no trace of it has been found east of the Rocky Mountains.

It can be very readily transported in hay and for this reason, upon the recommendation of the Department of Agriculture a proclamation has been issued by Governor Small prohibiting the shipment of alfalfa hay from the state of Utah, the entire state of Wyoming un-

Exports of Feedstuffs.

Export of feedstuffs during September, compared with September, 1922, and for nine months ending with September, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	—September—		9 mos. ending Sept.	
	1923	1922	1923	1922
Bran and middlings, tons..	96	160	1,756	6,919
Cocunut cake, lbs.	248,645	1,577,940	7,939,302	
Corn cake, lbs.	61,060		15,746	1,399,189
Cotton seed meal, lbs.	2,202,730	8,884,200	25,432,144	38,364,351
Linseed meal, lbs.	672,065	3,628,256	29,804,720	13,128,255
Linseed cake, lbs.	13,066,619	41,764,356	435,046,236	287,755,960
Other mill-feed, tons.	803	3,990	8,812	26,566

til the state shall establish and maintain an effective quarantine for the protection of the infested parts of the same; all that part of Idaho lying south and southeast of the south line of Idaho county, the counties of Delta, Gunnison, and Montrose in Colorado, the counties of Washoe, Storey, Ormsby, Pershing, Lyon and White Pine in Nevada, the county of Sierra in California, and the counties of Baker and Malheur in Oregon.

Notwithstanding the high freight rate on hay from the infested states, some alfalfa hay reaches Illinois from these western states. Buyers purchasing hay through dealers should specify that the hay shipped to them should not be hay grown in the infested areas, and everyone, whether dealer in hay or user of hay should co-operate for the purpose of protecting the alfalfa belt from this pest.

This action has been taken by the State of Illinois as a result of a conference of official inspectors of the Mississippi Valley States held at Ames, Iowa, Sept. 14th, at which it was unanimously agreed that all Mississippi Valley States should establish a quarantine against hay and straw shipments from the infested area.—Division of Plant Industry, P. A. Glenn, Chief Plant Inspector, Urbana, Ill.

New Jersey Feed Dealers Convene.

The first state-wide convention of the New Jersey Feed Dealers was held at the New Jersey State Agricultural College, Oct. 18-19. The primary objects of the meeting were to establish a closer relationship among the feed dealers, to afford an opportunity for the feed dealers to learn more about the research work going on in the Experiment station and Agricultural college, to air the problems of the feed dealers to the department heads of the Agricultural college and Experiment station and to inspire greater service on the part of the feed dealers, and the Agricultural college and Experiment station, to the farmers of New Jersey who buy feeds. Prominent speakers gave talks of a highly interesting and constructive nature. It was generally agreed that the meeting proved highly successful in its purpose and there is a strong possibility that it will be made an annual affair.

Warning to Feed Manufacturers.

L. F. Brown, sec'y of the American Feed Manufacturer's Ass'n, Chicago, sent out the following letter to members recently.

"The states of Connecticut, New Jersey, Pennsylvania, and Vermont have laws forbidding the use of wire or other metal fasteners of any description in attaching tags to bags of feedingstuffs to be sold, offered, or exposed for sale in those states. A New York provision forbids the use of wire or other metal fasteners with sharp points for such purposes.

"I am advised that some manufacturers are ignoring the above named provisions. I am, therefore, calling your attention to these matters and suggest a strict compliance with these provisions of statute, as violations of this description will probably lead to prosecution in each of the states above named. There also seems to be an appreciable sentiment in other eastern states against the use of such fasteners."

Adulteration and Misbranding.

Planters Cotton Oil Co., Inc., Dallas, Tex., shipped cottonseed meal into Michigan containing 7.44 per cent of ammonia, 38.25 per cent of protein, 6.12 per cent of nitrogen and 14.17 per cent of fiber. Misbranding was alleged because of misleading and incorrect information contained on tags attached to the sacks. A plea of guilty was entered and a fine of \$25 imposed.

In 1899 there were 9,476 flour mills in the United States. The census of 1909 showed that the quantity had increased to 11,691. The latest census, taken in 1921 indicates a decline in the number of flour mills to 6,485. The loafers of the Census Bureau must be proud of their work.

The Lowden National Wheat Pool.

Following the inglorious fizzle of the U. S. Grain Growers Incorporated with its top-heavy burden of salaried directors and high-priced attorneys and advisers another ambitious scheme for national pooling of wheat has been launched.

Ex-Governor Frank O. Lowden, a farmer himself and with a fine record as chief executive of the State of Illinois, tell into the hands of the promoters by consenting to act as chairman of a national com'ite charged with the responsibility of setting up organizations in the various wheat states. Judge Robert W. Bingham of Kentucky was named vice chairman. The sapient Aaron Sapiro of California prune pool fame was nominated general counsel. An excellent man was named as Sec'y, Herman Steen, a young man whose enthusiasm permits him to enter where angels fear to tread. As assistant editor of the *Prairie Farmer*, which has given him a temporary leave of absence, he demonstrated his ability to disseminate false ideas among the farmers to antagonize the Board of Trade. His ignorance leads him to classify the private wire offices as bucket-shops. The propagandist and political flavor of the com'ite is helped out by the inclusion of C. V. Gregory, editor of the *Prairie Farmer*, Chicago; Dan. A. Wallace, of Minnesota, editor of the *Farmer*; and Senator Arthur Capper of Kansas, tho the luster of the latter's reputation has been dimmed by the failure of his Capper-Tincher law to advance the price of wheat. Bernard M. Baruch, the Wall Street speculator, who was identified with the U. S. G. G., Inc., is included in the com'ite, doubtless to advise on how to avoid the pitfalls into which fell the former organization. The American Wheat Growers Associated is represented on the com'ite by Geo. C. Jewett of Minnesota and Geo. Duis of North Dakota. Carl Williams of Oklahoma, pres. of the American Cotton Growers Exchange, is on the com'ite, tho the problems of wheat marketing are different from those of cotton marketing. Other farm agitators completing the com'ite are Wm. H. Settle, pres. of the Indiana Farm Bureau Federation; Walter Chapelle of Kansas representing the Farmers Union; and Walton Peteet, director of co-operative marketing of the American Farm Bureau Federation. So many experts in grain marketing on the committee it is easy to measure their possible progress with a micrometer.

The executive com'ite held a meeting at the Drake Hotel, Chicago, Nov. 5, with about 26 present, including Ex-Gov. Lowden as chairman, and Herman Steen, the purpose being to listen to a survey of the field that Mr. Steen had made on a flying trip. Mr. Steen outlined the prospects for success in the various areas and described the character of the opposition to be encountered. Most of the time at this meeting, however, Mr. Steen informed the representative of the Journal, was taken up by an argument on the advisability of making the contracts invalid unless 51 per cent of the wheat went into the pool, as desired by the Northwestern members, but it was decided to omit such a proviso.

At this meeting a budget of \$250,000 was approved to finance the organization in the 11 states. It was decided to employ no paid solicitors of members.

Aaron Sapiro, general counsel, was authorized to draw up a form of contract providing for these fundamental points:

- 1—Each state to be a separate unit.
- 2—Wheat to be pooled by states.
- 3—Contracts to run for five years
- 4—Control of each state organization to be vested in a board of directors chosen by the various districts and selected by the members.
- 5—All directors to be members of the ass'n.
- 6—Wheat to be pooled by grades.

It was decided that the campaign of organization should be launched immediately in Indiana, Kansas and Nebraska, and then as soon as practicable, probably about mid-January, in Ohio and Illinois. It was further or-

dered that the general com'ite should hold itself ready to co-operate in a campaign as soon as requested by the states of Washington, Oregon, Idaho, Montana, North Dakota, South Dakota, Minnesota and Colorado.

Kill the Bugs and Save the Crops.

The damage wrought by chinch bugs is so alarming as to threaten destruction of the most valuable grain crops of the Southwest and we are calling upon all those interested in better agriculture to lend some of their time, energy and influence in a campaign of co-operation to control this destructive pest.

The necessity of prompt action will be understood when it is realized that losses to farmers in Kansas, Nebraska, Missouri, Oklahoma and Texas, from chinch bugs has materially increased during the last two years. It has been found that the chinch bugs are going into hibernation this fall in larger numbers than for several years, and unless some concerted action is taken and a campaign is put on between now and December 15 to burn them, this large and productive wheat and corn belt is almost sure to face a worse outbreak next year.

Organize your community.

Enlist the men in this important movement.

Lay plans for an intensive campaign.

Hold meetings with the farmers throughout the community.

Plan to have burning done by December 15.

By all means burn the chinch bug.

Endorsed by:

J. W. McColloch, Entomologist, Kansas State Agricultural College.

E. G. Kelly, Extension Entomologist, Kansas State Agricultural College.

C. E. Sanborn, Entomologist, Oklahoma A. and M. College.

M. H. Swenk, Entomologist, Nebraska College of Agriculture.

L. Haseman, Entomologist, Missouri College of Agriculture.

Otis Wade Extension Entomologist, Missouri College of Agriculture.

S. J. Hunter, Entomologist, University of Kansas.

T. B. Gordon, Entomologist, Oklahoma State Board of Agriculture.

I. E. Davis, Asst. Sec'y, Kansas State Board of Agriculture.

Jewell Mayes, Secretary, Missouri State Board of Agriculture.

H. M. Bainer, Director, The Southwestern Wheat Improvement Ass'n.

UNITED STATE'S surplus wheat will not find an outlet in France until such a time as prohibition laws are moderated to permit French exportation of wines, according to a statement by Marcel Knecht, associate editor of *Matin*, in an address to delegates of the American farm bureau federation.

Increasing Duty on Wheat Would Prove Boomerang.

Increasing the import duty on wheat from 30 to 45 cents per bu., as is now being given consideration in Washington is likely to have a boomerang effect. Canada could levy an export tariff on wood pulp which would probably force a shutdown of many newspapers in this country. Broomhall's *Corn Trade News* of Liverpool says:

We have to report that any survey of the international position still shows much larger surplus supplies than importers are likely to buy, but at the same time there is no change in growers' attitude with regard to current prices, which they assert are below the cost of production. We have already mentioned the efforts made in the United States to get the import duty raised, and it is already 30 cents per bu. This week the Imperial Conference meets in London and among the matters which will be put before the Premiers is an Imperial Agricultural Policy, which aims at supplying our wheat requirements by Empire grown wheat, for which purpose an import duty would be levied on foreign wheat, and certain measures adopted to prevent wheat grown in Canada and elsewhere being controlled by foreign interests.

Supply Trade

PEORIA, ILL.—I think there will be a lot of new elevators built next spring. I have a number of good prospects.—Geo. Saathoff.

MORTON, ILL.—The Morton Corp., manufacturers of farm machinery, suffered a loss of nearly \$30,000 to its factory on Oct. 18. It is not known whether the factory will be rebuilt in this city or in East Peoria.

CHICAGO, ILL.—The Hess Warming & Ventilating Co. announces the opening of branch offices in New York City, Cincinnati, O., Detroit, Mich., and Minneapolis, Minn. These branches have been opened to better care for the increased business of the company.

MINNEAPOLIS, MINN.—We have made the following installations of Carter Disc Separators during the month of October: Diamond Mill & Elev. Co., Sherman, Tex.; Victor Flour Mills Co., Pittsford, N. Y.; Fant Mfg. Co., Sherman, Tex.; Phoenix Flour Mills, Phoenix, Ariz.; Denton Mfg. Co., Denton, Tex.; McGregor Mfg. & Elev. Co., McGregor, Tex.; Clement Grain Co., Waco, Tex.; Montana Flour Mills, Great Falls, Mont.; Albert Schwill & Co., Chicago, Ill.; Bartlett-Frazier Co., Minneapolis, Minn.; Hallman Mfg. Co., Olney, Tex.; Nicholson Seed Co., Dallas, Tex.; Ferd Staffel, San Antonio, Tex.; Washburn Crosby Co., Minneapolis, Minn.; Ellis Grove Mfg. Co., Reilly Lake, Ill.; Hales & Hunter Co., Riverdale, Ill.; Lamaille Roller Mills, Lamaille, Nev., also machines shipped to England, Scotland and Sydney, N. S. W.—Carter Mayhew Mfg. Co.

South Africa Building Grain Elevators.

The introduction of the grain elevator system in South Africa has met with such popular favor that it promises to revolutionize the old-time method of handling grain in bags and become a leading factor in that country's grain production, says a correspondent of the London Times. Building of grain elevators throughout the country is being sponsored by the South African Railways and Harbors and already seventeen large and a like number of small elevators are under course of construction. These are expected to be in operation early next year.

The approximate tonnage of an average maize crop in South Africa is between 500,000 and 600,000, and it is estimated that the elevators will be capable of handling all of it next season. Wheat and oats average about one-third of the maize crop.

The advantage which the elevators hold forth have a particularly strong appeal to the South African farmers, for upon delivery to the railroad elevators they will receive negotiable elevator receipts on which loans may be obtained from the banks. This will stimulate business, eliminate disputes between buyers and sellers, and curtail the monetary worries of the grain merchants. The elevators will also afford safe storage, enable ships to carry greater bulk and insure higher grading to the farmer thru means of cleaning the grain at the elevators.

The purpose of the South African Railways and Harbors in introducing the elevator system is not so much to make it a profitable enterprise from their own standpoint, but rather to stimulate the grain industry and thus promote a greater use of the railways. There is little doubt, according to Sir William Hoy, general manager, but that the bulk system of handling grain will greatly benefit South Africa's prosperity.

MADISON, WIS.—A new soy-bean harvester, manufactured by the Sheridan Harvester Co., at Sheridan, Ind., was on exhibition at the recent soy-bean conference.

Business Expected to Boom.

After a summer of hesitation due to the political situation abroad merchants and manufacturers find that business in the United States is rapidly improving.

The country is so big that the bankrupt condition of the wheat growers of the Northwest is unable to stem the tide of prosperity, which seems to be due to the unprecedented railroad traffic, the unprecedented output of the automobile factories and the unprecedented building boom, the three factors conspiring to give such general employment that the purchasing power of the public is perhaps the best on record. That is the foundation of the period of prosperity we are now entering and which business prophets declare will continue at least until March, 1924.

The railroads reported traffic on Nov. 9 to have been 1,073,965 cars for the week ending Oct. 27, 72,247 more than the corresponding week of 1922.

The price of brass was advanced last week by the American Brass Co.

The Pennsylvania Railroad is in the market for 200,000 tons of steel rails.

Henry Ford on Nov. 4 wired all his sources of materials in certain lines to speed up production.

Business failures in the United States last week as reported by Bradstreets were only 310, against 365 a year ago.

Chicago building permits were 436 for the week ending Nov. 10 against 259 for the corresponding week of 1922. For the month of October permits were valued at \$27,837,000, against \$14,996,000 a year ago. In 36 states reported on by the F. W. Dodge Co. building contracts awarded during October were 25 per cent over September. In 27 states the increase over October a year ago was 26 per cent.

The National Industrial Conference Board has completed an investigation brought down to July, 1923, which shows that American labor is receiving higher "real wages" than at any time since 1913, not even excepting the peak period of 1920. The cost of living in July, the latest date for which comprehensive figures were available for a survey of this magnitude, was 61.9 per cent above the 1914 level, and this was a decline of 20.8 per cent from the peak of high prices in July, 1920. The chief item holding up living costs in the cities is rent, which is 75 per cent above the 1914 level.

H. Gordon Selfridge, head of Selfridge & Co., London, and formerly manager for Field & Co., Chicago, on leaving the United States recently said: You are having a wonderful period of prosperity here. I think it will continue throughout this year and well into spring next year. From what I have been able to ascertain, enormous volume of business done by department stores will continue without any diminution to that time.

Ray Vance, sec'y of the Brookmire Economic Service, at a luncheon given by the Lumbermen's Ass'n at Chicago Nov. 5, said: Taking the situation as a whole, I feel that what lies ahead of us is business for this Fall and Winter is a period of prosperity. If European conditions remain as they are now, it will be a relatively mild prosperity with price rises not likely to reach much above the levels established last spring. If European conditions improve quickly then we may have a decided boom.

Reports received by the National Lumber Manufacturers' Ass'n from 389 of the larger commercial mills in all producing regions, as compared with revised reports from 392 mills for the preceding week, show substantial gains in shipments, production and new orders booked. During the week ending October 27, production increased 2,980,120 feet, shipments increased 9,692,911 feet and orders increased 5,630,000 feet. Comparing figures of the lumber movement with a like period a year ago shows an increase of 1,260,160,027 feet in production, 1,557,152,315 feet in shipments, and

850,856,786 feet in the volume of business on the books.

Exports from the United States to Europe were \$37,000,000 more in September, 1923, than in the corresponding month of last year while the imports to this country were \$4,000,000 more in September this year than in the same period of 1922.

Seller of Conveyor Liable Under General Guaranty.

The Port Huron Storage & Bean Co., of Port Huron, Mich., contracted with the Godfrey Conveyor Co., of Elkhart, Ind., for "one standard hoist complete on steel base," with the following:

Guarantee: We, the Godfrey Conveyor Company, guarantee the mechanical operation of Godfrey Conveyors; also against defects of workmanship and material.

It was the contention of the defendant that plaintiff did not send to it the machinery it bought; that the hoist sent was too light, that the clutch and the bucket were defective, and that the guarantee of the plaintiff of the mechanical operation of Godfrey conveyors was not fulfilled, and that what was furnished was wholly worthless for the purpose for which it was bought.

Defendant also introduced testimony tending to show that the hoist was too light, and was defective in several parts. Defendant was also permitted to introduce evidence as to other outfits made by plaintiff used in other cities which did not work satisfactorily.

Witnesses for the plaintiff said it was a standard hoist, and would do the work which it was expected it would do. Witnesses for the defendant were equally positive it was not a standard hoist.

"Defendant also claims that plaintiff company did not ship the hoist it sold it. That he contracted for a larger hoist that the plaintiff was to make in its own factory, and that the plaintiff shipped him a lighter hoist instead, that was too light to do the work required."

"But in the warranty clause the plaintiff guarantees the mechanical operation of Godfrey conveyors, and from the nature of the materials and the guarantee of the operation of the conveyor, it is the conclusion of the court that the plaintiff agreed to furnish the necessary materials which, if properly erected and installed and operated by the defendant should produce a complete conveyor that would successfully convey a ton of coal at a load as it was designed."

It is insisted there was no testimony to base either statement upon. As to the first of these statements Mr. Barrett testified that the salesman made such an agreement, and there is other testimony tending to corroborate this claim. As to the second statement, witness Grossman, a salesman of the plaintiff, testified in part:

"In August, 1919, the Godfrey Conveyor Company was selling but one type or size of hoist on its ton jobs. That hoist was not too light to handle a ton load. I have seen Universal hoists on Godfrey installations operating very satisfactorily. They were lifting a so-called ton bucket full of coal."

Other testimony we have quoted indicates the outfit was expected to carry a ton of coal at a time.

The Supreme Court of Michigan on Oct. 1, 1923, affirmed the verdict of the jury in the lower court, which had given the Storage & Bean Co. judgment for \$3,724 and two years' interest, \$372.40.

The Cotton Crop

THE CONDITION of the cotton crop on Oct. 25 was 47.8 per cent of a normal, compared with 49.5 on September 25, 1923, 52.6 per cent on October 25, 1922, and 43.2 per cent on October 25, 1921, according to an estimate from the Crop Reporting Board of the United States Department of Agriculture.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

San Francisco, Cal.—N. W. Hiestand is now out of business.

San Francisco, Cal. — Walter A. Starr is now with Edw. L. Eyre & Co.

Los Angeles, Cal.—Logan & Bryan have opened a branch office in the New Biltmore Hotel here.

Richmond, Cal.—The Richmond Feed & Grain Co. has installed new machinery at its plant, costing \$5,000. R. J. Ralph is mgr.

COLORADO

Peetz, Colo.—The Neb. Colo. Grain Co.'s elvtr. burned Nov. 5.

Merino, Colo.—Chas. J. Morris has removed to Sterling and is employed by the W. C. Harris Grain Co.

Hayden, Colo.—The Farmers Elvtr. directors have leased their elvtr. for the season to C. L. Dinius, who will act as purchasing agent of the Hungarian Mills of Denver.

Julesburg, Colo.—The Julesburg Co-op. Grain Co. leased its elvtr. and other equipment to J. H. Parker and John C. Wagner of the Julesburg Milling Co. for two years, the co-op. concern receiving sufficient money out of the transaction to liquidate its outstanding indebtedness in full.

CANADA

Halifax, N. S.—The Department of Trade & Commerce has extended date for receipt of tenders for Halifax elvtr. until noon Thursday, Nov. 15, announces F. C. T. O'Hara, Deputy Minister, Ottawa, Ont.

Vancouver, B. C.—Unless private grain elevators go up in this Port quickly enough to handle the amount of grain moving this way, the City of Vancouver is going to be faced with the necessity of going into the elevator business or of subsidizing elevator construction. —Vancouver Sun.

Montreal, Que.—The two storage units of the Harbor Commission's new reinforced concrete elvtr. No. 3 are both under cover. Between these two units, one of 27 and the other of 24 reinforced concrete tanks and interstice bins, will be built a skeleton for housing the legs and receiving scales. The track shed containing the car dumps will be some distance away, all grain being conveyed to the elvtr. boots by belts. On the water side of the receiving house which stands between the two storage units will be built a pier with four portable marine legs for receiving grain from lake boats. This grain will be conveyed to the boots of legs in the receiving house by large conveyor belts. At the furthestmost end of each storage unit will be erected a shipping house, each containing three legs of large capacity and hopper scales. Grain will be removed from the tanks of each storage unit and sent to ocean boats by the conveyor belts after weighing. The house is a unique departure from anything previously erected and every effort is being made to reduce the dust explosion hazard thru ventilation and by enclosing the receiving machinery in buildings which will offer little resistance to the force of a dust explosion. This house is being built after plans and specifications drawn by the John S. Metcalf Co., and this company is also doing the work.

Belle River, Ont.—A 200-bu. per hour grain drier has been installed by the Belle River Grain Co.

Edmonton, Alta.—Work is to be started in the near future on the elvtr. of the government according to a statement made by the Hon. Charles Stewart recently. The reduction of the grain rate to the coast has made the need for adequate storage facilities here more than ever imperative.

Port Arthur, Ont.—Plans are being made by elvtr. companies now located at the head of the lakes for the construction of an additional 3,500,000 to 6,750,000 bu. storage capacity next summer, in Port Arthur. It is understood that the Gillespie Grain Co. intends next year to build between twenty and thirty more tanks to the plant now located here. A new warehouse is in course of completion. The Grain Growers Grain Co. has plans for an addition of 1,000,000-bu. to present capacity.

ILLINOIS

Cerro Gordo, Ill.—T. J. Henneberry is successor to East & Cox.

Pinkstaff, Ill.—W. C. Bishop is now mgr. of the Pinkstaff Co-op. Elvtr. Co. here.

Weedman, Ill.—Mr. Rutledge has succeeded E. C. Smith as mgr. of the Weedman Grain & Coal Co.

Holcomb, Ill.—A safe in the grain elvtr. of Robt. Sheaff was recently broken into and \$1.00 taken.

Green Valley, Ill.—U. N. Hieronymus and Mr. Baker, mgrs. for the Farmers Elvtr. Co., have resigned.

Van Orin, Ill.—The Van Orin Farmers Elvtr. & Supply Co. increased its capital stock from \$6,000 to \$12,000.

Royal, Ill.—We are successors to Bear & Grussing, formerly of this place.—John D. Grussing, Grussing Grain Co.

Mt. Sterling, Ill.—Herman Laning has succeeded W. T. Purcell as mgr. of the Farmers Co-op. Co. Mr. Purcell has retired and will go South for the winter.

Mason City, Ill.—I entered the brokerage business Oct. 5, 1923, and the business is separate and distinct from J. A. McCreery & Sons.—James E. McCreery.

Lee Center, Ill.—The elvtr. of A. F. Jeanblanc was damaged by fire recently which started in the feed grinding room and spread from there to a bin of timothy seed.

Port Byron, Ill.—Mart Koenig, formerly ass't farm advisor during the incumbency of P. R. Edgerton, has accepted a position as mgr. of the Farmers Co-op. Grain & Implement Co.

Junction, Ill.—New pumps, receiving bins, 200-ft. drag chain and iron roof and siding and electric motor are being installed by E. W. Moore & Co., who also operate as the Junction Elvtr. Co.

Maquon, Ill.—Frank Brook returned to his home at Rio after three months spent in charge of the Maquon Farmers Grain Elvtr. during the illness of Tom Mellon, who is now able to resume his duties at the elvtr.

Roseville, Ill.—The Farmers Grain Company which recently purchased several lots across the street from its present location writes: We have not decided what we are going to do with the property we purchased.

Manitou, Ill.—Louis A. Warner, mgr. of the Granger elvtr. for the past three or four years has resigned and will take charge of three elvtrs. controlled by the Farmers Grain Co. of Green Valley. Mr. Warner will move to Green Valley.

Jacksonville, Ill.—A branch private wire office of the J. C. Shaffer Grain Co. has been opened here in charge of P. E. Kries, who was manager of the company's Springfield office, which has been turned over to the Fernandez Grain Co. as correspondents of the J. C. Shaffer Grain Co.

Freeburg, Ill.—W. J. Reichert, head of the Reichert Mlg. Co., will build a new elvtr. which will be 93 ft. in height and will be constructed entirely of concrete. Its capacity will be twice the capacity of the old elvtr. and it will cost \$20,000. The old elvtr. will be wrecked on completion of the new structure.

Winkel (Delavan p. o.), Ill.—The elvtr. of Wayne-Culbertson was completely destroyed by fire believed to have been caused by sparks from a passing railroad engine, Oct. 20. No grain was stored in the building at the time as the company was using a newer building nearby for grain storage. Loss from \$2,000 to \$5,000; no insurance.

Kaneville, Ill.—Israel Joseph, who bot the Chicago, Aurora and DeKalb Railroad several months ago for \$90,000, has started removing rails, poles and wire which will be sold for junk. The Kaneville Elvtr. Co. has depended on the service supplied by the DeKalb line. Farmers were also dependent on the railroad and it is now necessary to truck their products to Elburn.

Hagener, Ill.—The elvtr. that we are building here is complete and will be in operation on Nov. 5. The name is Schultz, Baujan & Co., offices at Beardstown, Ill. The elvtr. will be in charge of Roy Fischer, whose address is Arenzville. There is another elvtr. located here, owned by the Arenzville-Hagener Farmers Grain Co., Arenzville, Ill.—Schultz, Baujan & Co.—E. E. Schultz.

Windsor, Ill.—The Windsor Grain Co., of which C. H. Sexon was pres. and Roscoe Hamilton, sec'y, both stockholders, has been purchased by John W. Moberley of Mattoon and his son, Don Moberley, of Gays. Capital stock, \$40,000. The plant consists of a large iron clad elvtr. of upwards of 100,000 bus. capacity and cribs and storage buildings. The Moberleys own an elvtr. at Gays. J. W. Moberley will manage the elvtr. here.

St. Francisville, Ill.—The Horner Elvtr. & Mill Co. sold its elvtr. here to R. J. Jessop of Vincennes. The elvtr. at Pinkstaff was sold recently leaving the Horner Elvtr. & Mill Co. with just one elvtr. at Lawrenceville. Antone Lahr, one of the directors of the Farmers Co. at Pinkstaff, stated that Mr. Jessop was acting for a farmers company at St. Francisville and they would operate the plant.

Beecher, Ill.—Alleging unauthorized speculation in grain futures, suit has been brot by the Farmers Grain Co. to recover \$30,000 from F. E. Heldt, former manager, E. Lowitz & Co., Jas. E. Bennett & Co., Walters Bros., and Lowell Hoyt & Co., thru whom the trades were made. When Heldt was employed as manager in the spring of 1915 he agreed not to make any trades except in cash grain, and it is said the by-laws of the company prohibit transactions in futures unless directed by a majority vote of the board of directors. Relatives of Heldt, who were on his bond for \$12,000, are made defendants.

CHICAGO NOTES.

The rate of interest for advances on Bs/L has been set at 6 per cent per annum for November.

We have not discontinued in the grain business, we closed our Chicago office which was a separate corporation named the Hansen Produce Corporation.—Hansen Produce Co., Inc., New York City.

J. T. McLaughlin will retire from the grain business and will go to Europe. Peter P. McLaughlin succeeded J. T. McLaughlin on Oct. 31.

The Chicago & St. Louis Elvtr. and Annex of the Rosenbaum Grain Corporation were closed recently for a few days to repair the engine.

E. W. Wagner's 6,000 creditors are to receive checks for 10 per cent of their claims. It makes 60 per cent paid so far. This calls for a distribution of \$880,000.

The directors of the Board of Trade have posted for ballot an amendment to the rules paving the way for a change to the corporate system of clearing trades in futures.

The Illinois Commission Co. has succeeded the Wm. Nash Co., the change of name taking place Nov. 1. There has been no change except in name, the officers and directors remaining the same. Wm. Nash is pres. and Geo. P. Perkins, sec'y.

The following Board of Trade memberships have been transferred: Harry L. Gale, Jerome G. Steever, Est. John E. Bellot, S. P. Wallingford, Fred F. Yule, Warren T. McCray, Gustavus B. Obey, Henry F. McCarthy, Jos. S. Tomenson and Henry B. Smith.

Starting from a carelessly thrown cigaret stub, hay valued at \$400,000 was burned Nov. 9 at the Union Stockyard and Transit Company's mammoth hay barn. This blaze was the third in five years in a hay barn. Company officials said more than 11,000 bales of hay were stored in the barn. The building was valued at approximately \$100,000.

Roberts & Oake, packers, who have had a Board of Trade office for many years, will discontinue this office, and, also discontinue trading in grain and provisions futures in a commission way. Harry Howland, who has been in charge of the Board of Trade office, will go with the Great Atlantic & Pacific Tea Co., handling the provisions trade of this concern in Chicago territory. Evidently too much government interference.

The following were recently admitted to membership in the Board of Trade: P. S. Arthur, Arthur Co., New York City; C. F. Scholer, Bloomington, Ill.; H. W. Cohn, Myron S. Hall & Co., New York City; Chester Reynolds Brautigam, of Bartlett Frazier Co., Chicago; E. B. Evans, with Armour Grain Co.; R. V. Nuttal, R. V. Nuttal & Co., Pittsburgh, Pa.; Frank E. Gulick, Wallace S. Howell, Knoxville, Tenn., and Thomas E. Hosty of Chas. Sincere & Co. Memberships are selling at \$4,900.

INDIANA

Millgrove, Ind.—I have just put in a new scale here.—W. M. Groves.

Perrysville, Ind.—Perrysville Grain Co. succeeded Paul Kuhn & Co. on Oct. 1, 1923.

Oaktown, Ind.—The Oaktown Grain Co. filed preliminary certificate of dissolution.

Rochester, Ind.—The Co-operative Elvtr. Co. has installed a new corn sheller in its elvtr.

Ade, (Brook, p. o.), Ind.—The Farmers Co-op. Co. has installed a 300-bu. per hour direct heat drier.

Valparaiso, Ind.—Improved grain feeders and other machinery is being installed at the Nickel Grain Co.

Rensselaer, Ind.—The W. C. Babcock Grain Co. recently installed a direct heat drier; capacity 400 bus. per hour.

New Palestine, Ind.—Damage by fire to our elvtr., which was small, has been repaired.—New Palestine Grain Co.

Chalmers, Ind.—Minter Stine has accepted a position with the Farmers Elvtr. Co. and will move here with his family.

Silver Lake, Ind.—I bot the building of the farmers elvtr. company for \$3,500 and not \$2,000 as erroneously reported.—W. M. Groves.

Goodland, Ind.—Have changed address from Kentland to Goodland and am now employed as mgr. of the Farmers Co-Op. Co. here.—John J. Sell.

Maplewood, Ind.—Walter A. Amos of Pendleton has been appointed receiver for the elvtr. here owned by Mr. Reed of Pendleton and Mr. White of Terre Haute.

Walkerton, Ind.—The Wolverine Grain Co. incorporated. Capital stock, \$25,000; incorporators, Paul R. Bellew, Wayne F. Kaltenbach, Wm. E. Cassidy and Anna M. Schwartz.

Frankfort, Ind.—Nat Claybaugh of the firm of Claybaugh-McComas elvtr. brokers, and Miss Goldine Grove were married in Indianapolis, Oct. 27, and started on a trip to Orlando, Florida, where they will spend the winter.—John McComas.

Mishawaka, Ind.—We are successors to the Grange Elvtr. Co. The following are officers, Marcus Bachtel, pres.; Jacob Weiss, vice-pres.; Edw. Zeiger, sec'y; Marcus Bachtel, mgr. We will handle coal, feeds and seeds and operate a grain elvtr.—Mishawaka Grain & Coal Co.

Geneva, Ind.—On account of high cost of electric power, we have replaced electric power in our mill with a 50-h.p. Muncie Oil Engine. We are saving 75% in power cost since using the oil engine. We are using crude oil from the local oil field and it costs us less than 4c per gallon.—Geneva Milling & Grain Co.

LaFayette, Ind.—Thurston C. Martin, aged 71 years, died Oct. 12, following a long illness. Mr. Martin was born at Wyandotte. After finishing his education he took a position in the Star City mill, conducted by his father. For thirty years he conducted a feed and grain establishment. Later he purchased the Planet mill property where he continued the same line of business until his retirement a year ago. He is survived by his widow and two children.

Red Key, Ind.—The Red Key Equity Elvtr. plant was sold to Lewis McVey and John Luzadder, well known and substantial farmers living south of here, for \$12,000. They took charge of the elvtr. Nov. 1. The sale consisted of the buildings and real estate only, and when they assume charge the stock will be invoiced. The Red Key Equity Elvtr. is indebted for close to \$50,000. This is secured by the endorsement of about forty stockholders who will have to meet the difference between the sale price and the indebtedness. W. E. Rooker, who has been mgr. of the elvtr., will still remain in charge and the business will be continued under the name of the Redkey Grain Co.

IOWA

Glidden, Ia.—The firm of A. Moorhouse has been changed to A. Moorhouse Co.

Gladbrook, Ia.—The Farmers Elvtr. Co. is having a double dump installed in its elvtr.

Turin, Ia.—S. P. Stark is mgr. of the Turin Farmers Elvtr. Co. here until May first next year.

Lake Mills, Ia.—The Farmers Elvtr. Co. has leased the Independent Grain & Lbr. Co.'s elvtr. for one year.

Gladstone, Ia.—I expect to engage in the grain business elsewhere in the near future.—M. C. Rucker.

Roland, Ia.—Anenson & Eggland are contemplating building an elvtr. on James H. Larson's lumber yard.

Rudd, Ia.—Mr. Eisenberger of Burt has succeeded Mr. Clift as mgr. of the Hunting Elvtr. Co.'s elvtr. here.

Northwood, Ia.—A. A. Thompto & Sons recently installed a new air pressure truck and dump in their elvtr. here.

Kensett, Ia.—A. A. Thompto & Sons installed in their elvtr. recently a new air pressure truck and wagon dump.

Wolf, (Ogen (p. o.) Ia.—J. C. Petersen remains as agt. of the elvtr. here which was recently purchased by the Quaker Oats Co.

Truesdale, Ia.—Sold our elvtr. to Frazier & Son, and will probably buy another elvtr. in the near future.—M. H. Spurgeon & Son.

Alta, Ia.—We recently put in an air lift and a 12,000-bu. tank, built with clay block.—E. A. Brown Elvtr. Co., A. E. Hilderbrend, mgr.

Lakota, Ia.—F. S. Gehlke, formerly mgr. of the Farmers Elvtr. Co., here is now mgr. of the Farmers Union Grain Co., of Lake View.

What Cheer, Ia.—The What Cheer Grain & Fuel Co., incorporated: Capital stock, \$7,500. W. W. Horras, pres.-treas.; N. L. Fuller, vice-pres.-sec'y.

Sheldon, Ia.—Two grain bins for storage of excess grain having capacity of 15,000 bus. have been erected by C. M. Anderson to the east of his elvtr.

Sioux City, Ia.—Have disposed of our elvtr. at Sioux Rapids and have taken the position as mgr. of the office of the Burke Grain Co. here.—Geo. O. Strom.

Davenport, Ia.—The old frame grain elvtr. near the C. R. I. & P. Railway tracks has been sold by the Buerger Commission Co. of Milwaukee, Wis., to Harry Alter & Sons of Davenport.

Roland, Ia.—The west elvtr. of the Farmers Co-op. Co. has been sold to C. B. Johnson of Marshalltown for \$6,500, possession to be given Nov. 18, at which time the lease on it to O. M. Anenson expires.

Early, Ia.—The Spurgeon Grain Co.'s new elvtr. is now open for business. G. R. Spurgeon of Galva is the builder and owner and Fred Scott of Galva, who moved here recently, is the mgr. and operator.

Cresco, Ia.—A new 70 ft. coal shed, with six bins, a warehouse and an office building in addition to other repairs, are being built for the Hunting Elvtr. Co. at this place. Work is being done by T. E. Ibberson Co.

Hartley, Ia.—We have built and are now occupying a modern, up-to-date feed warehouse with trackage at our station here. It is rat and mouse proof; built of hollow tile.—Hunting Elvtr. Co., J. F. Burns, agt.

Roelyn, Ia.—Wm. Wilson, a farmer was awarded a judgment of \$2,300.80 against the Farmers Co-op. Elvtr. Co. on an alleged contract for sale of corn made with the elvtr. company in 1920. Mr. Wilson sued for \$2,500.

Hakesville (Manson p. o.), Ia.—A. Hakes has started work on the construction of an elvtr. on the Illinois Central Railroad here. Since the Western Grain Co. went out of business, Mr. Hakes has been in business for himself.

Grany, Ia.—Dave Hart, of Ross, formerly living in Audubon, has moved here with his sister and will manage the Trans-Mississippi Grain Co.'s elvtr. here. Mr. Hart has been in the employ of the same company as well as with the Updike Co. for many years.

Zaneta (Pike p. o.), Ia.—The Zaneta Grain & Lumber Co., incorporated; capital stock, \$25,000. Until the first annual meeting of the corporation in January, 1924, the following are the officers: E. V. Franke, pres.; E. W. Taylor, vice-pres., and P. J. Ocken, sec'y-treas.

New Hartford, Ia.—The new elvtr. building being constructed by the Good & Moore Grain Co. was destroyed by fire at midnight, Oct. 27. The place would have been ready for business within a short time. Harry Good of New Hartford and Harold Moore, Plainfield, are the owners.

Davenport, Ia.—Wm. J. Fowler, of Minot, N. D., former representative in the Dakotas of Quinn-Shepardson Grain Co. of Minneapolis, will succeed A. R. Peterson and assume charge here, of the cash grain department of Wichelman & Co. Mr. Peterson has taken charge of the business of the International Grain Co., successors to the Merchants Elvtr. Co. He entered the grain business together with Mr. Fowler years ago.

Sioux City, Ia.—James C. Mullaney and D. J. Kirby bot the McCaull-Webster house at Elk Point, S. D. It is now Mullaney-Kirby Grain Co.

Quimby, Ia.—The Farmers Elvtr. Co. held a meeting recently, to decide not to purchase more grain until the mgr. can arrange for extra capital. The elvtr. will be closed for a few days, according to Mr. Heathman, mgr. The closing of the bank here has tied up all the Farmers Elvtr. Co.'s funds.

Audubon, Ia.—The Farmers Co-op. Elvtr. has been leased by the Trans-Miss. Grain Co. who will operate it as a line elvtr. under management of E. J. Weise. The elvtr. recently suffered financial reverses. The new mgr. has been employed by the company on the Omaha Grain Exchange floor for several years.

Rutland, Ia.—We have bot the old DeGroote elvtr. and will wreck same and build a new cribbed house of 25,000 bus. capacity on the old site. There are two elvtrs. here at Rutland. Thos. Ferris has his private house and the farmers operate what is called the Rutland Township Farmers Club.—Will Axelsen, mgr.

Parkersburg, Ia.—The Parkersburg Grain & Fuel Co., incorporated; capital stock, \$25,000. It has taken over the business and property of the Parkersburg Grain Co. P. J. Ocken is sec'y-treas. E. V. Franke, principal stockholder, will have full control of the company. This same company controls the elvtr. and yards at Zaneta.

Cambridge, Ia.—Twelve cars of a fast west-bound Milwaukee freight train left the tracks and plunged over a viaduct on Oct. 26. Six tank cars containing gasoline, cocoanut oil and fish oil were derailed, the contents flowing across the road and setting fire to the Farmers Elvtr. Co.'s elvtr. and coal sheds, destroying 2,000 bus. oats, 300 bus. wheat, 3 tons feed and a carload of coal stored in one of the sheds. The main elvtr. a considerable distance from the loading elvtr. which was burned, was saved from destruction. Loss, \$10,000.

Sioux City, Ia.—The Sioux City Grain Exchange re-elected the following officers at a meeting of the board of directors, Oct. 24: J. C. Mullaney, pres.; T. A. Black, vice-pres.; L. C. Button, treas., and J. A. Tiedeman, sec'y; all retiring officers were re-elected for the coming year. At a meeting of the members of the Exchange, again the retiring officers were re-elected, the directors being T. A. Black, pres. of the Terminal Grain Corp.; C. F. Flanley, pres. Flanley Grain Co., and M. J. King, pres. Western Terminal Elvtr. Co.

Storm Lake, Ia.—The Bennett Grain Co.'s local mgr., I. B. Hunt, gave a banquet Oct. 24, the meeting being in the nature of a good-fellowship event rather than a convention. From surrounding towns more than 40 grain dealers were present, including the following: Truesdale, K. R. Frazier, Harry C. Sommers, J. F. Barnes; Newell, F. O. Hocum, E. M. Gailbraith; Pocahontas, R. W. Beers, L. T. Waugh, W. C. Hunt; Alta, Thos. Scambler, G. A. Pence; Rembrandt, D. A. Thomas; Linn Grove, A. L. Anderson; Sac City, W. W. Cooper; Nemana, R. W. Cooper, P. F. Brown; Early, W. E. Jackson; Odebolt, A. B. Trader; Galva, G. R. Spurgeon, William Swift; Sutherland, R. J. Moorhead, I. Woodhall; Aurelia, C. DeVries, Art Frazier; Greenville, F. J. Skewis, W. J. Skewis; Fonda, G. F. Wilde; Paullina, Geo. Parden, O. F. Long, Cornell S. Hermstad; Varina, A. J. Hocum; Larrabee, L. O. Wissenburg; Storm Lake, J. H. Oates, Geo. A. French, J. H. McIlwaine, H. R. Prichard and Chas. Skewis.

Lake View, Ia.—F. S. Gehlke, formerly mgr. of the Farmers Elvtr. Co. at Lakota, is now mgr. of the Farmers Union Grain Co. here.

KANSAS

Oneida, Kan.—R. J. Wood bot the elvtr. of the Oneida Grain Co.

Riverdale, Kan.—The Red Star Elvtr. is closed. It has not been operated this year.

Oberlin, Kan.—An addition of 8 ft. has been made to the height of the building of the Co-op. Equity Elvtr. Co.

Wilson, Kan.—The Farmers Elvtr. Co. was robbed Oct. 18, together with five other business places. Loss, \$150.

Andover, Kan.—The Kansas Mlg. Co.'s elvtr. at this station burned Oct. 29 from lightning, containing 700 bus. wheat.

Wichita, Kan.—L. E. Bell of Wallingford Bros. Grain Co. has been admitted to membership on the Board of Trade.

Wichita, Kan.—Wilbur Loveland, who sold his interests in the Loveland Mlg. Co. recently, is now with H. W. Stanley in the insurance business.

Atchison, Kan.—The addition of the Blair Mlg. Co., built since the fire, capacity of 1,200 bbls. of flour daily, has started up recently and is running steadily.

Dent Spur (Great Bend p. o.), Kan.—The elvtr. of the Dent Spur Elvtr. Co. reported to have gone out of business, has been leased by W. T. Hackett of Florence.

Manhattan, Kan.—The Thomas Page Mlg. Co., after having been shut down for two months for repairing damage done by a fire Aug. 12, has started operations.

Vliets, Kan.—I have installed a new Richardson Automatic Scale and corn sheller in my elvtr. "B," also a new driveway at elvtr. "A" at a cost of about \$1,200.—W. T. Buck.

Winfield, Kan.—The G. Clinton Adams Mlg. & Grain Co. has moved its business to Kansas City with offices in the Board of Trade Annex under the name of the G. Clinton Adams Grain Co.

Hutchinson, Kan.—Bruce Young was injured in a motor car mishap in New Orleans; he recovered sufficiently and returned home last week. Mr. Young is with the Consolidated Flour Mills Co.

Victoria, Kan.—The elvtr. of Weber & Co. is not in operation at present. The Kansas Flour Mills which burnt last May has not been rebuilt; C. A. Plush, former agt., has removed and left no address.

Manter, Kan.—The Gray Grain Co. just finished its elvtr. No. 1; capacity 12,000 bu. It is wood frame covered with galvanized iron. Mark Gray is local mgr. The elvtr. of Geo. Gano Grain Co. of 40,000 bu. capacity was completed Sept. 1.—R. E. Selby.

Salina, Kan.—The Western Star Milling Co.'s elvtr. is being repaired to replace that which burned, and the work includes a complete new roof, the building of 5 new elvtr. legs, 4 overhead bins, respouting and replacing shafting, belting, etc. Star Engineering Co. has the contract.

Cheney, Kan.—The elvtr. owned by the Kramer Grain Co. at this station was leased subject to sale and the transfer to Harry White was sham sale, made to close elvtr. The Farmers elvtr. now hold lease on the Kramer elvtr. which is closed. Mr. White did not have possession of elvtr. at any time.—Bowersock Mills & Power Co., E. Scott, mgr.

Hutchinson, Kan.—The new frame head house to handle grain into and out of the concrete storage tanks of the Kansas Flour Mills Co. has been finished. This addition is equipped with an elvtr. leg with 9x7 v-shaped buckets 9-in. centers, speed 3,000 bus. per hour. Power furnished by two 20-h.p. and one 5-h.p. motors. Work done by the Star Engineering Co.

Atwood, Kan.—F. E. Janke operated the Ritter Bros. elvtr. here for 3 months this season, but it is now closed. Mr. Janke leased the farmers elvtr. at Palisade, Neb., and is operating it now. E. G. Urbom never owned an elvtr. here. It has belonged to Ritter Bros. at McDonald, Kan., since Elmer Conquest and Mr. Downing owned it. The E. G. Urbom Grain Co., just operated it for a short time.—Atwood Equity Exch., J. A. Bowles, mgr.

Norton, Kan.—The Derby Grain Co. of Topeka, Kansas, has let contract to the Star Engineering Co. for a new 14,000-bu. capacity elvtr. here. The elvtr. will be 20' x 20' on the ground by 30' high, driveway 20' x 14' x 30' high. There will be four main storage bins with two small service bins over the work-room and two large bins over the driveway. A 7½-h.p. motor will furnish the power, and the leg will be equipped with 7 x 6¾ V shape, high speed buckets. Cars will be loaded thru a Richardson 5-bu. Automatic Scale. It will have a steel distributor and all steel spouting to bins. Grain will be handled from both wagons and truck by a truck dump. Corrugated galvanized iron will cover the elvtr. and it will be roofed with 3 V crimped galvanized iron roofing.

KENTUCKY

Louisville, Ky.—Wm. Ratke is foreman of our elvtr. here.—The Early & Daniel Co.

Paducah, Ky.—Edwin C. Hawkins completed recently the installation of power shovel and conveyors.

Sebree, Ky.—The Sebree Roller Mill, built recently by Powell & Kork, is having machinery installed.

LOUISIANA

New Orleans, La.—Milam-Morgan Grain Co.'s main office was destroyed by fire Oct. 25. Loss, \$20,000. They have taken offices in the Board of Trade Annex.

MARYLAND

Baltimore, Md.—The Segall Hay & Grain Co., Inc., changed its name recently to M. B. Segall & Sons, Inc.

Baltimore, Md.—Chas. England, well known nationally to dealers in grain and hay, has retired from the grain business. On Nov. 1 his firm was succeeded by E. H. Beer & Co.

MICHIGAN

Battle Creek, Mich.—H. C. King & Sons, incorporated; capital stock, \$50,000.

St. Johns, Mich.—A new warehouse is being erected by Geo. F. Dimond & Co. to replace that which burned this summer.

Mason, Mich.—Our bean elvtr. caught fire on roof from M. C. R. engine. About \$200 damage to building. No damage to stock. We went into the coal business this fall.—Mason Elvtr. Co., F. C. P.

Howard City, Mich.—I have leased the Howard City Ass'n's elvtr. here and am handling grain, beans, potatoes, coal, feed and poultry. Have installed a burr for custom grinding.—Vernon Robinson.

Eckford, Mich.—A stock company will be formed to take over the Eckford elvtr. which has been operated by the Albion Farmers Elvtr. Co., of which C. H. Billings of Marshall and C. W. Dart and H. G. Bliss of Albion are trustees.

Custer, Mich.—B. F. Brunke of Fountain has taken over the elvtr. of J. L. Jebovy Co., Edward Brunke will have charge of the business. John Brunke will manage the elvtr. at Freesoil and Ronald Brunke will assist at the elvtr. at Fountain.

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Coker & Company
Ennis, Texas

Kinde, Mich.—Frank Grates, who came here from Detroit recently to resume management of the Bad Axe Grain Co.'s elvtr., was beheaded Oct. 20, when he slipped in a puddle of grease and fell against the fly wheel of a gasoline engine used to operate the elvtr. He is survived by his widow, one son and two daughters, who live in Detroit.

Mt. Pleasant, Mich.—We are in the process of organization of a co-op. stock elvtr. company. Two hundred farmers now behind it with many yet to see. Officers elected but papers not yet filed. It is not yet decided if we will purchase one of the present elvtrs. or will build new. Many favor the latter plan. Name not yet announced. Elvtr. to locate here.—Isabella County Farm Bureau, W. J. Hazlewood, sec'y mgr.

MINNESOTA

Eyota, Minn.—Archie McIntosh is building a feed mill and coal warehouse.

Chatfield, Minn.—John D. Caw, representing the W. M. Bell Co. has headquarters at this place.

Litchfield, Minn.—The Acme Elvtr. Co. whose elvtr. has been taken down, is out of business.

Henning, Minn.—The Henning Farmers Elvtr. Co. has filed a petition for articles of dissolution.

Kinbrae, Minn.—The Skewis Grain Co. sold out and it is now the Kinbrae Grain Co.—J. W. Kroske, owner.

Sacred Heart, Minn.—E. L. Johnson's elvtr. containing about \$700 worth of grain burned at 2 a. m., Oct. 30.

Gaylord, Minn.—The elvtr. of the Equity Co-op. Exchange here was destroyed by fire recently. Loss, \$30,000.

Albert Lea, Minn.—Walter Boujan is representing Froedtert Grain & Malting Co. in Southern Minnesota with headquarters here.

Hutchinson, Minn.—The elvtr. building of Wagner & Sons on the Milwaukee tracks here was completely destroyed by fire, together with contents.

Waseca, Minn.—J. W. Aughenbaugh of Everett, Aughenbaugh & Co. died suddenly of heart failure Oct. 22. He is survived by two daughters and a son.

Kanaranzi, Minn.—The Davenport Elvtr. Co. has built a new office using old office for engine room, put in new dump and repaired driveway.—Earl Bowen, Ellsworth.

Gaylord, Minn.—The idle elvtr. of the Equity Co-operative Elvtr. Co. burned Nov. 3. It was formerly used by a line company for storage and cleaning. Loss, \$30,000.

Marshall, Minn.—Earl Blodgett and Guy Blanchard are representing the Froedtert Grain & Malting Co. in western Minnesota and South Dakota, with headquarters here.

Canby, Minn.—A new Fairbanks-Morse 15-ton Dump Scale, equipped with a Strong & Scott Air Dump, is being installed for Ed. Erickson by T. E. Ibberson Co.

Waseca, Minn.—Arthur I. Welch, while at work on the top floor of the elvtr. of Everett, Aughenbaugh & Co., where he was assistant foreman, was accidentally killed recently.

Parkers Prairie, Minn.—We have installed a Fairbanks-Morse 10-ton scale in our elvtr. this season, also have repainted all our outside sheds such as coal, flour and seed house.—Shoutz & Kraemer.

Duluth, Minn.—W. F. Converse, B. C. McCabe and C. E. Thayer have been admitted to membership in the Board of Trade. The membership of A. R. Rubey has been transferred.

Milaca, Minn.—An addition to the warehouse of the Farmers Co-op. Creamery for the storing of grain has been started. Machinery for grinding and mixing feed will be installed. The addition will be 20x48 ft.

Ellsworth, Minn.—John Nordmann, mgr. for L. B. Spracher & Co., will resign about the 15th of Nov. Ben Korf, former mgr. for Mr. Spracher, will take charge.—Earl Bowen.

Vesta, Minn.—Swoffer & Foster bot the old elvtr. belonging to Bingham Bros. The Vesta Grain Fuel Co. is still here under the same management as for the past 15 years.—Vesta Grain Fuel Co., E. N. Montgomery.

Pelican Rapids, Minn.—Am building modern hydroelectric plant with elvtr., feed mill, warehouse and potato plant handling all classes. Concrete construction. Plant will be completed about first of the year.—H. E. Frazee.

MINNEAPOLIS LETTER.

The Gee Elvtr. Grain Co. has recently installed a wheat-scourer in its elvtr.

The Edward Jones Co. changed its name on Nov. 1 to the Minnesota Commission Co.

The name of the Sheffield King Mfg. Co. has been changed to the H. H. King Flour Mills Co.

F. J. Seidl, formerly of Stuhr-Seidl Co. is carrying on the business here. E. W. Stuhr severed his connection some time ago.

The Eagle Roller Mill Co. will install in the working house of the Century Mill elvtr. to work as an independent unit a 100-h.p. motor. The tanks will be used for storing wheat.

The following were elected members of the Minneapolis Grain Shippers Ass'n at a meeting Oct. 11, A. F. Owen, of Cargill Commission Co. and P. M. Ingold, of Froedtert Grain & Malting Co.

MISSOURI

Polo, Mo.—The Polo Elvtr. Co. is now occupying its new business home.

Pierce City, Mo.—Machinery is being installed in a new 50-bbl. mill by Pierce Milling Co.

Salisbury, Mo.—The Farmers Elvtr. Co. here just completed a new concrete elvtr.—Model Mill Co.

Sturgeon, Mo.—I am going to quit the grain business, if I have to lock up and leave the elvtr. stand.—O. W. Glynn.

Jackson, Mo.—On Oct. 25 a fire occurred in the steam power mill operated by the Cape County Mlg. Co., with a small loss.

Blairstown, Mo.—R. L. Houk is not my mgr. here. Mr. Ginslead sees to my elvtr. but have it closed now.—Graham Grain Co., B. S. Graham of Urich.

Seneca, Mo.—The 250,000-bu. elvtr. of the Mace Milling Co. burned Nov. 9. The house had been undergoing repairs and contained no grain. Loss, \$150,000.

Monroe City, Mo.—We have new elvtr. bins 4, capacity 10,000 each, with old elvtr. capacity 15,000. Bot 150,000 bu. wheat since July 1.—E. J. Alexander, mgr. Farmers Elvtr. & Exchange Co.

Springfield, Mo.—A. Conover will succeed R. T. Lamphere as mgr. of the B. C. Christopher & Sons here. Mr. Lamphere was mgr. for two and one half years and he will enter into business here.

Clarence, Mo.—The Clarence Roller Mills, which have been closed for about 3 years, opened Oct. 16 after being completely remodeled. A 40-h.p. electric motor has been installed and all other machinery is of the most approved type.

St. Louis, Mo.—The following have recently been admitted to membership in the Merchants Exchange: J. B. Taylor Jr., of Taylor Grain Co.; Stephen J. Loftus, Kehlour Flour Mills Co.; P. W. Pritchard, Overland Grain Co., all of St. Louis, and Frederick G. Miley, of Lowell Hoit & Co., of Chicago, Ill. The following memberships were transferred: Frank Currie, R. J. Pendleton, Winfield S. Day and B. F. Hargis.

Eldorado Springs, Mo.—A meeting was held recently by the farmers to discuss further the proposition of building a farmers elvtr. on the site of the old one which burned several months ago. Work is to be started in the near future on a new elvtr.

Webb City, Mo.—B. F. Ball, son of Geo. W. Ball, of the Ball & Gunning Milling Co., which operates elvtrs. and a mill, was shot dead by highwaymen northeast of town Nov. 6. For four years he had been cashier of the Merchants & Miners Bank.

Sullivan, Mo.—There are no grain elvtrs. here at present, we having sold our elvtr. and it was wrecked to make room for a shoe factory addition. This would be a good location for an elvtr. and a man could do a good business with a feed and exchange business and an elvtr.—Clark-Lane Merc. Co.

KANSAS CITY LETTER.

Mrs. Mildred Vanderslice, wife of Howard Vanderslice, died Oct. 29.

W. M. Randels of Enid, Okla., is now a solicitor for the Fuller Grain Co. here.

Richard A. Wood has applied for membership in the Kansas City Board of Trade on transfer from Herbert C. Monks.

The Bulte Mills, until recently the Kansas Flour Mills Co.'s principal mill, has been shut down for a few weeks for a general overhauling. It was built over 20 years ago and this is the first time it has been closed for a thoro repairing.

A resolution was adopted on Nov. 1 by the Kansas City Board of Trade that inasmuch as no official laboratory has been established in Missouri, adjustments on cash wheat sales will be based on the Kansas state grain inspection department laboratory tests for protein.

Edmund D. Bigelow, 86 years of age, who has been sec'y of the Board of Trade for the past 27 years, retired as sec'y Nov. 6 to become assistant to the pres. of the Exchange. The present transportation commissioner, W. R. Scott, assumes the duties of sec'y in connection with his regular work.

On Nov. 7 the Board of Trade let contract to the Pratt-Thompson Construction Co. for the erection of the new 12-story building and clearing of the site, and excavating will start at once. Completion is promised by Dec. 1, 1924, one month before the exchange's lease on the present quarters expires. The building will cost 1½ million dollars and the new trading hall will be 20 per cent larger than the present one.

On Monday, Nov. 12, the members of the Kansas City Board of Trade will vote on an amendment to the rules providing that bills for carlots of grain, millfeed or seeds presented before 12:30 p. m. must be paid before 2:15 p. m. of the same day. Bills presented after 12:30 p. m. must be paid for not later than 11 a. m. the next day, except that on Saturday bills delivered before 10:30 a. m. must be paid by 11:30 a. m. Bills received in morning mail must be paid to the seller on the floor or thru the sec'y's office before 2:15 p. m. of the same day. Changes from the present rule are that the time is set forward 30 to 45 minutes.

MONTANA

Culbertson, Mont.—The Occident Elvtr. Co.'s elvtr. which was rebuilt recently to replace that which burned is now completed and open for business. It is an up to date house, capacity 20,000 bus.—E. D. Voorhees, mgr.

Cascade, Mont.—Our elvtr. "B" was struck by lightning last August. The bolt went thru the roof and down inside of the elvtr. leg and lost in the pit. The damage was only \$10 to the roof, but caused us to keep an extra watchman on all night. The smell remained in the house for a long time and we thought fire might ensue any time as long as the smell was there.—Cascade Milling & Elvtr. Co.

Glasgow, Mont.—Damage was done on Oct. 27 to the elvtr. of the Occident Elvtr. Co. from an overheated exhaust pipe.

Melstone, Mont.—We expect to close our house about Nov. 11 and will be closed until Sept. 1, 1924.—G. L. Emminger, mgr., Melstone Co-op. Grain Co.

Scobey, Mont.—The Farmers Wheat Shipping Ass'n incorporated to handle pool members' wheat at this point. They have leased one-half of the Scobey Grain Co.'s elvtr.

Froid, Mont.—There will be some repairing done to our elvtr. here next summer, but do not know at this writing who will do the work.—O. M. Rogney, mgr., Farmers Elvtr. Co.

Bozeman, Mont.—L. C. Walsh is mgr. of the business of the Montana Flour Mills Co. here, succeeding C. W. Sweet, who resigned. Mr. Sweet will enter business here on his own account.

NEBRASKA

Alma, Neb.—The Alma Co-op. Exchange recently organized here.

Maywood, Neb.—The Maywood Mill building burned to the ground recently.

Palisade, Neb.—F. E. Janke leased the farmers elvtr. here and is operating it now.

Potter, Neb.—The Potter Flour Mill has been leased by the North Platte Flour Mills Co.

Belden, Neb.—Webster & Field of Sioux City bot the elvtr. here of John Westrand Co.

Preston, Neb.—The Farmers Elvtr. is installing an improved interlocking gear dump.

Marysville, Neb.—Mail addressed to Geo. B. Griffiths, mgr. Farmers Elvtr. Co., has been returned.

Crete, Neb.—Port. A. Johnson has succeeded E. L. Stancliff, who resigned, as mgr. of the Crete Mills.

Snyder, Neb.—The Farmers Union bot the elvtr. and lumber yard of the Crowell Lbr. & Grain Co.

Kimball, Neb.—We operate elvtrs. at Kimball, Dix and Oliver, Neb.—The Western Wheat Co., H. M. Welsh, sec'y-treas.

Plainview, Neb.—George P. Wright, aged 66, for a number of years mgr. of elvtrs. here, died recently, following an illness of several months.

Albion, Neb.—Lightning struck the T. B. Hord Grain Co.'s elvtr. recently and stunned H. L. Tingley, the mgr. The building did not take fire.

Overton, Neb.—The Ed. Hagg Grain Co. is now open for business in the former Trans. Miss. Grain Co.'s elvtr. here. Ed. Hagg is the mgr.

Deweese, Neb.—Floyd Livingston and A. E. Hockman of Hastings bot out the Shannon Grain Co. here and it is now the Hastings Grain Co.

Bertrand, Neb.—The Johnson Grain Co., who recently purchased the elvtr. formerly owned by the Rodman McConaughy Co., is now open for business.

Lindsay, Neb.—J. W. Banning, formerly mgr. of the Crowell Lbr. & Grain Co. here, has bot a lumber yard, which was the property of Mrs. Nels Sogard at Alvo, Neb.

Alvo, Neb.—Simon Rehneyer has purchased the elvtr. business which has been the property of Mrs. Nels Sogard. J. W. Banning, of Lindsay, bot the lumber business.

Seward, Neb.—We are installing a Jay Bee Grinder in an extra building. We will do a grain and feed business. We have all of our equipment.—Imig Schneebeck Grain Co., E. J. Imig.

Madrid, Neb.—The Nye-Schneider-Jenks Elvtr. Co. is overhauling its elvtr. The bins will be hopper bottomed, and the roof raised about 15 ft. Four new bins and a new engine will be installed.

Harvard, Neb.—The Farmers Union Elvtr. Co., whose elvtr. is on the Northwestern track, is asking an order from the State Railway Commission that will give them a connecting track to the Burlington R. R.

David City, Neb.—William Allen was caught in the elvtr. shaft at the Farmers Grain Co.'s elvtr. recently. He had the presence of mind to throw off the belt with his free hand, but several of his ribs were broken.

Merna, Neb.—E. T. Smith, formerly mgr. of Nye-Schneider-Jenks Co.'s elvtr., is now mgr. of the Farmers Grain & Supply Ass'n. L. E. Highland, formerly mgr. of the Farmers Grain & Supply Ass'n is now mgr. of the Nye-Schneider-Jenks Co.'s elvtr. here.

Omaha, Neb.—W. S. Hart bot the business of the Flanley Grain Co., possession taken Nov. 1. The business will be continued under the name of the Hart Grain Co. Mr. Hart was treas. of the Flanley Grain Co. in 1915 and has been mgr. for the last three years.

Beatrice, Neb.—John Dobbs traded his string of elvtrs. here, in Virginia and Armour, Neb., for a 3,000-acre ranch in Holt County, north of Atkinson. All the stock and farm implements will be taken over by Mr. Dobbs. The deal represents more than \$100,000. Mr. Dobbs will take possession of the ranch January 1.

Omaha, Neb.—At a meeting of the Omaha Grain Exchange members on Nov. 7, five candidates for directors of the Exchange were nominated, namely, Edward P. Peck, W. J. Hynes, Frank J. Taylor, James Swanick and John W. Redick. Out of these five candidates three directors will be chosen on Nov. 14, who will succeed Charles H. Wright, Mr. Redick and Mr. Taylor. Mr. Wright will retire from office after serving on the board for a number of years and two terms as pres. The board of directors will choose a pres. to succeed S. S. Carlisle.

NEW ENGLAND

Boston, Mass.—Howard A. Crossman was married on Oct. 20 to Miss Margaret G. Blanchard.

Quincy, Mass.—Freeman S. Arnold, a retired grain dealer, aged 76 years, died Oct. 22. He made his home with his sister.

Brattleboro, Vt.—Edward C. Crosby, aged 77, formerly a member of E. Crosby & Co., died Nov. 2 from influenza and a streptococcal throat infection. He is survived by his wife and five children.

Pittsfield, Mass.—The Berkshire Flour & Grain Co., Inc., has bot three large brick buildings totalling 200 feet in length, rented for the past 12 years, will occupy the entire property. The Berkshire Flour & Grain Co., which was, until its incorporation as a separate concern in 1920, a branch of the Berkshire Coal & Grain Co., has G. H. Bedford as pres. and B. L. Brown, vice-pres. Nicholas Palmer, who has been with the concern for 15 years, is treas. and Charles Moran, formerly of Moran and Kelsey and for the past three years with the Berkshire Flour & Grain Co., is assistant treas.

NEW JERSEY

Jersey City, N. J.—Foundations have been laid and work is being rushed to complete the new plant of the Standard Mill & Elvtr. Co.

NEW MEXICO

Clovis, N. M.—Robert Stone is mgr. of the Farmers Elvtr. Co., at Clovis.—Lester Stone, Amarillo, Tex.

Tucumcari, N. M.—We have enlarged our storage. Our officers are, G. A. Eager, pres.; J. M. Eager, vice-pres.; E. W. Bowman, sec'y, and W. C. Shamblin, mgr.—Tucumcari Milling Co.

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GRAIN DEALERS JOURNAL
309 So. La Salle St., Chicago, Ill.

NEW YORK

Wayne Port, N. Y.—The Rochester Grain & Hay Corp. has installed a blower for elevating and loading wheat.

Warsaw, N. Y.—Charles R. Van Allen sustained a small loss on Oct. 30 from fire starting from small heater stove.

New York, N. Y.—P. N. Gray, who has been made pres. of the new J. Henry Schroder Banking Corp., will continue also as pres. of P. N. Gray & Co.

Buffalo, N. Y.—Anderson & Pfeiffer Co. has recently opened an office in the Chamber of Commerce. A receiving and jobbing business in grain and feed will be carried on.

New York, N. Y.—Jules Picard, doing business as the Picard Grain & Prod. Co., has had no representative in New York since I severed my connection with him.—Karl Nischk.

Glens Falls, N. Y.—The report of H. B. Martin building grain elvtr. here was erroneous. We do not show a man named H. B. Martin in this city or do we show the erection of any elvtr. Lapham & Parks are still running their elvtr. here.—Glens Falls Brick & Lumber Corp.

Watertown, N. Y.—I am doing a strictly brokerage business in grain and mill feeds. Discontinued the brokerage business here from May 1st of this year to become associated with Traders Feed & Grain Co. of Buffalo but effective Nov. 1, 1923. I will resume the brokerage business here. Am doing business under my own name.—Matthew A. Donner.

Buffalo, N. Y.—The Supreme Court of Monroe County has given judgment in favor of Effie Lyle Whitney against the Whitney Elvtr. & Warehouse Co. and others, awarding her 21 shares of stock in the company that her mother, Effie Johnson, had transferred to her when she was 13½ years old, in 1906. After turning over the certificates properly indorsed, Mrs. Johnson directed James W. Whitney, her divorced husband, pres. of the company, to make the transfer on the books of the company. He did so, and had the new certificates made out to himself, as "trustee," but on account of the youth of the girl, he did not hand her the certificates. Unfortunately, he died Nov. 8, 1907, and several months later the company borrowed money of Chas. Backus with the 21 shares as security. Later, using the earnings of the company to pay off the loan, Directors Naylor, Duffy and Perkins took the stock for their own, alleging that the gift by Mrs. Johnson to the girl was void because no actual delivery of the certificates to her had been made. Numerous inquiries were made by Mrs. Johnson and her daughter as to what had become of the stock, but they were unable to learn anything until after the suit was started. The court held that the endorsement of the certificates to Whitney as "trustee" put the defendants on notice, that there was a valid delivery, and that the failure to disclose what had become of the stock, on request, amounted to a fraud on plaintiff, who is awarded the stock and the dividends and other profits paid to defendants. Defendants had a contract with Mr. Whitney, under which they came into control of the company and of the shares actually owned by him. Their assumption that the stock standing in his name as "trustee" was his, the court held was "subject to defeat by proof of its real ownership."

NORTH DAKOTA

Harvey, N. D.—Mail addressed to Gus. N. Nelson has been returned.

Page, N. D.—The elvtr. of the Cargill Elvtr. Co. is closed.—L. H. Long.

Lark, N. D.—Jay H. Olney is the new agent of the Occident Elvtr. Co. here.

Grand Forks, N. D.—The State Mill & Elvtr. Ass'n bot J. D. Bacon & Son's elvtr.

Fryburg, N. D.—S. C. Galyen is now mgr. of the Fryburg Farmers Co-op. Union Elvtr. Co.

McGregor, N. D.—The McGregor Farmers Elvtr. Co. has re-organized on the co-operative plan. Carl J. Anderson, treas.

Walhalla, N. D.—The Farmers Elvtr. Co. is having a Howe Scale and a truck dump installed by T. E. Ibberson Co.

Armourdale (Hansboro p. o.), N. D.—Otto Pikkaraime, mgr. of the Farmers Elvtr. Co., here, died of heart failure suddenly.

Merricourt, N. D.—The Merricourt Grain Co. is making extensive improvements in its elvtr. work being done by T. E. Ibberson Co.

Jarvis, N. D.—Cause of our fire was from exhaust; office and engine house were destroyed; elvtr. and grain saved, and intact. Loss will be replaced by insurance company.—Henry Hammerly.

Selfridge, N. D.—We have 3 elvtrs. here. Two new and opened for business last September. The old reliable is the Selfridge Equity Exch., new elvtrs. are Western Lumber & Grain Co. and Dodge Elvtr. Co.—Selfridge Equity Exch.

Hankinson, N. D.—We tore out our two old legs and rebuilt them. We also installed a double distributing spout and manlift. Our motor is installed in the cupola and we drive direct from the head—a new manlift was installed at the same time.—Farmers Term. Elvtr. & Grain Co., H. J. Schuster, mgr.

OHIO

Linworth, O.—I am mgr. of the Linworth Farmers Exchange Co.—J. Ralph Thomas.

Galloway, O.—I am successor to Geo. B. Farley, dealer in grain, coal, seeds, etc.—C. W. Gaul.

Ada, O.—B. Smith, mgr. of the Farmers Exchange Co.'s elvtr. for several years, has resigned.

Savona, O.—The Chickasaw Grain & Mlg. Co. sold its elvtr. here to S. F. Warner of Greenville.

Findlay, O.—The Hancock Co-op. Elvtr. Co. is bankrupt. The elvtr. being operated by the receiver.

Savannah, O.—J. A. Hemminger, assignee, will offer for public sale on Nov. 10, the elvtr. of the Savannah Equity Co.

Fremont, O.—Jessiah Wolfe, aged 83 years, died recently. Mr. Wolfe operated the Lindsey grain elvtr. for many years.

Fostoria, O.—The Northwestern Ohio Farmers Grain Dealers Ass'n held its monthly meeting here, Nov. 5, and discussed the handling of new corn.

Sidney, O.—We have repaired our elvtr. that was slightly damaged by fire and are in as good position as ever to take care of our trade.—Sidney Farmers Exchange, D. A. Bricker.

Findlay, O.—Action started by two banks here who obtained judgment on notes against the Hancock Co-op. Elvtr. & Supply Co. with an indebtedness of \$36,000 resulted in the appointment of Luther C. Clark as receiver.

Monroeville, O.—The property of the E. W. Armstrong Co., reported out of business, will be sold at public auction by D. J. Young, trustee. The property consists of a 50-bbl. mill, grain elvtr. and mill, trucks and equipment.

Columbus, O.—The Ohio Millers State Ass'n will hold its annual meeting here, Nov. 14 and 15. Among those on the program is F. E. Watkins, pres. of the Grain Dealers National Ass'n, who will speak on "The Federal Grain Grades."

West Manchester, O.—John L. Waldron Jr. was appointed receiver for the Farmers Exchange Co.; bond of \$50,000 was filed Oct. 20 and was signed by Charles Laird, J. M. Studebaker, Edwin Woolf, Charles A. Ford, E. B. Creager and the receiver. The receiver, upon his request, was authorized to continue operation of the business until further order of court.

Dodson, (Brookville p. o.), O.—A. M. Tucker is prop. and C. E. Brelsford, mgr. of the Dodson Elvtr. recently opened for business. We are handling grain, flour, feed and coal. We do grinding and cleaning.—A. M. Tucker, Dodson Elvtr.

Mt. Vernon, O.—W. C. Keasling, an employee of the Northwestern Elvtr. & Mill Co.'s plant, sustained a fracture of his right leg while engaged in loading feed on a railroad car when a chain of the loading apparatus broke and struck him on the leg.

Piqua, O.—The second annual meeting of the Miami Valley Grain Dealers Ass'n was held Oct. 26. Fifteen members were present. The present corn crop was one of the main issues of discussion at the business conferences. Other matters of varying importance were also discussed.

Ironton, O.—A fire occurred in the building of the Goldcamp Mill Co., damaging property estimated at \$3,500. Three hundred bales of straw and several sets of harness and other property was consumed by the flames. Loss covered by insurance. The building will be replaced at once.

Canton, O.—For a period of about nine months past the Canton Feed & Mlg. Co. has been in the hands of a receiver and that both the main plant, located in this city as well as all of the elvtrs. owned by the company, are being continuously operated under the order and direction of the court.—J. A. Jeffers, receiver.

Loudonville, O.—The new mill of the Loudonville Mlg. Co., to replace that which burned, has been completed with a capacity of 1,000 bbls. of flour daily and is fitted with all modern equipment. Electric motors furnish power to operate the machinery and a concrete storage tank holding 100,000 bus. of grain has also been added.

Delphos, O.—The Hessian elvtr. on the Ohio Northern Railway Co.'s ground is being dismantled and will be removed to Jonestown or Ohio City. Krugh Bros. of Ohio City, who, with others of that place, are owners, having bid it in recently at bankruptcy sale, are in charge of the dismantling and tearing down of the structure.

Lodi, O.—The mill and warehouse property formerly belonging to the Lodi Mill & Elvtr. Co., which is bankrupt, has been purchased by a group of business men locally interested, and are continuing the business with a miller of life time experience in charge of the milling end and are continuing along with the mill the regular wholesale and retail of feeds, seeds and grain.—The Lodi Mlg. Co., H. A. Saloner, mgr.

Fostoria, O.—With regard to the fire which occurred in the dust chamber of the plant of the Fostoria Storage & Transfer Elvtr. Co. on Oct. 31, A. T. Ward, pres. and mgr., writes, "My comment on the report of dust explosion is the same as the comment made by the man who was reported dead, and that is that it is grossly exaggerated. Some dust in a small dust house some distance from the elvtr. caught fire, with no explosion and no loss, and that is all there was to it."

OKLAHOMA

Enid, Okla.—W. M. Randells is now a solicitor for the Fuller Grain Co. of Kansas City, Mo.

Laverne, Okla.—The elvtr. operated by the Oklahoma City Mill & Elvtr. Co. was struck by lightning on Oct. 17, with little damage.

Hitchcock, Okla.—The Hitchcock Grain Co. incorporated. Capital stock, \$6,000; incorporators, L. F. Patterson, F. D. Shirley and Wm. Schaffler.

Picher, Okla.—The Stauffer-Cammack Grain Co.'s 300-lb. safe was stolen from the office recently, hauled by motor truck to a mine and wrecked by explosives. About \$250 was taken.

Oklahoma City, Okla.—The office of the J. H. Lang Grain Co. was closed Oct. 1, due to slack business conditions and will be reopened again at the movement of the new crop July next.

OREGON

Portland, Ore.—Frank Ryer, pres. of the Merchants Exchange, was requested early in spring to act as pres. of the Exchange past the usual term of office. These plans have been indefinitely postponed, and Mr. Ryer requested he be relieved of his present responsibility and has accordingly appointed Geo. Westgate, D. A. Pattullo and J. H. Klosterman as a com'te to make nominations of officers for the coming year.

SOUTH DAKOTA

Spencer, S. D.—J. E. Ryan has purchased an electric motor for his elvtr.

Parkston, S. D.—The Farmers Elvtr. Co. has purchased a Kewanee renewable bottom grain spout.

Unityville, S. D.—The Sun Prairie Elvtr. Co. lost elvtr. by fire on Nov. 3, by locomotive spark.

Hecla, S. D.—I have remodeled my elevtr. and am getting things in good shape.—Chas. W. Estee.

Montrose, S. D.—A large Bauer Bros. attrition mill was installed in E. Betts elvtr. by R. W. Oglesby.

Redfield, S. D.—The Independent Mfg. Co. has installed an outside scale. R. W. Oglesby had the contract.

Alpena, S. D.—The Farmers Elvtr. has recently been repaired and new equipment installed by R. W. Oglesby.

Canistota, S. D.—J. J. Mullaney will install two grain dumps, one at the Canistota mill and the other at Beresford.

Java, S. D.—Besides installing an electric motor we have also installed a new leg in our old elvtr.—Java Equity Exch.

Lane, S. D.—The Lane Farmers Co. has installed a new distributor spout and rope drive. R. W. Oglesby had the order.

Hoven, S. D.—Mail addressed to A. J. Tobias who was agt. of the Hawkeye Elvtr. Co. here, has been returned marked "removed."

Stickney, S. D.—A. A. Truax recently installed a new ten-ton scale and dump in his elvtr. here. Work done by R. W. Oglesby.

Tulare, S. D.—The Farmers Elvtr. Co. has done extensive repairing and installed some new equipment. Work done by R. W. Oglesby.

Colome, S. D.—The Farmers Union has decided to engage in the elvtr. business and has taken steps to purchase one of the local elvtrs.

Mt. Vernon, S. D.—The Farmers Elvtr. Co. is installing a late type power dump and making minor repairs. R. W. Oglesby has the contract.

Armour, S. D.—James Carlton recently had some minor repairs made on his elvtr. and had his scales overhauled. Work was done by R. W. Oglesby.

Mt. Vernon, S. D.—A. A. Truax has installed new O. K. elvtr. buckets and spouted the house with steel bin spouting, also reset scales. R. W. Oglesby did the work.

Huron, S. D.—The Huron Grain & Coal Co. installed outside scale. The Huron Farmers Co-op. Elvtr. Co. has repaired the outside scale. R. W. Oglesby did the work.

Alpena, S. D.—Mason Smith has made some changes and general repairs in the elvtr. which he recently purchased. R. W. Oglesby had the contract.

Kimball, S. D.—The Farmers Co-op. Union Elvtr. Co., is discontinuing engine drive and installing a motor for permanent drive. Work is being done by R. W. Oglesby.

Plankinton, S. D.—The L. J. Schroeder & Co. have changed their power in the elvtr. here from an engine to a motor and minor repairs were made by R. W. Oglesby.

Elk Point, S. D.—James C. Mullaney and D. J. of Sioux City, Ia., bot the McCaull-Webster house here, and I am buying for them. It is now Mullaney-Kirby Grain Co.—J. E. Boyle.

Letcher, S. D.—The South Dakota Grain Co. has made extensive repairs, spur gear reduction and increased the elvtr. leg capacity to 2,500 bu. per hour. R. W. Oglesby had the contract.

Pollock, S. D.—Intend putting in new leg and truck dump at this station. Truck dump at Herreid. May build elvtr. at McLaughlin next season.—Olsen Grain Co. of Pollock and Herreid, S. D.

Pukwana, S. D.—The Farmers Elvtr. Co. made some slight repairs on its house recently, consisting of new Kewanee spout and repairs to engine. Some of the metal spouting in head has been replaced.

White Lake, S. D.—The White Lake Mfg. Co. has installed a new Richardson Automatic weighing out scale and is discontinuing engine drive and installing motor in the plant. R. W. Oglesby is doing the work.

Kaylor, S. D.—The Kaylor Farmers Co. has done extensive repairing including new boot tank, put in new ten-ton all-steel motor truck and wagon dump scale and a new air dump. R. W. Oglesby had the contract.

Huron, S. D.—Mr. Wright, pres. of the First Nat'l Bank, has leased one of the elvtrs. owned by the Huron Grain & Coal Co. and has equipped the plant with modern machinery for handling grain, the work being done by R. W. Oglesby.

SOUTHEAST

Pensacola, Fla.—We have succeeded the firm of W. W. Meador & Co. thru the Walter S. Richardson Brokerage Co.—W. G. Dailey & Co., W. G. Dailey.

Norfolk, Va.—The public elvtr. of the Dock Commission will soon put the new 400-ft. conveyor gallery on the east side of the elvtr. into operation. It will be equipped with two 48 in. belts of 25,000 bu. capacity per hour and have room for the installation of two additional belts when needed. Belt roller, convergers, pulleys and trippers were built by the Webster Mfg. Co. The west gallery, which is now under construction, will be 600 ft. long and is being equipped with two 48-in. belts of 25,000 bus. capacity. This gallery will also have room for two additional belts. All machinery in this gallery is being installed by the Weller Mfg. Co. The Port Commission has just let contract for a million dollar addition to its warehouse adjoining the elvtr. to a local contractor. It will be 100 ft. by 1200 ft., one story. Piles are now being driven. The foundation will be heavy enough to accommodate two stories. All of this work was designed by and is being supervised by the Folwell-Ahlskog Co.

TENNESSEE

Nashville, Tenn.—C. L. Scales will enter the grain and feed business here, being associated with T. C. Green, formerly of College Grove.

Lawrenceburg, Tenn.—J. H. Stribling, owner of the Crowson Mills, will install new equipment, including improved flour and meal manufacturing machinery, the installing of new turbines and other machinery.

TEXAS

Canadian, Tex.—The Liske Grain Co. bot a J.B. Hammer type feed mill for immediate installation.

Booker, Tex.—I am out of the grain business.—A. F. Brown, former agt. Great West Mill & Elvtr. Co.

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GRAIN DEALERS JOURNAL
309 So. La Salle St. CHICAGO, ILL.

Abernathy, Tex.—E. D. Carter, of Carter & Lindsay, props. of the Plains Grain Co., died recently, following an operation.

Marshall, Tex.—The Taylor Mill & Elvtr. Co. incorporated. Capital stock, \$25,000; incorporators, T. J. Taylor, A. D. Beck and Fess Covin.

Galveston, Tex.—Leonard Bell, mgr. of the Wallingford Bros. Grain Co. here, which closed recently, is now with the company's office at Wichita, Kan.

Byers, Tex.—I have disposed of my mill and elvtr. to J. L. McConkey & Son of Wichita Falls, and the firm will be the Byers Mill & Elvtr. Co.—J. Milt Erwin.

Ft. Worth, Tex.—The Chamber of Commerce has received a proposition from a company contemplating the erection of a grain elvtr. and a flour mill about a year later.—Roscoe, Ady, industrial commissioner.

Sherman, Tex.—We are operating independently of former connections in the seed and grain trade of the southwest.—O'Bannon-Benzel Co. Dick O'Bannon has been with the Pittman & Harrison Co. 30 years of the concern's 46 years existence, barring four years with the O'Bannon Co. at Claremore, Okla., June, 1917, to Dec. 15, 1920. Emile Benzel has been with the old concern for more than 26 years continuously.

Houston, Tex.—The Port Commission is earnestly striving to get all wharves and warehouses between the site of the new Port elvtr. completed before letting contract for the elvtr. Work is now progressing so it is expected that the warehouses along the canal will be near enough completed by the first of the year to justify the Port Commission advertising for bids on the proposed fire proof elvtr. The work house will contain storage for about 400,000 bus. and the 1,000,000-bu. storage part will be on the further side of the canal. The 64 tanks of the storage part will be 15 ft. 4 in. in diameter and 80 ft. deep. Plans and specification have been supplied by the Jno. S. Metcalf Co.

UTAH

Salt Lake City, Utah.—In connection with its new mill, the Husler Flour Mills is having a grain elvtr. erected by the Burrell Engineering & Construction Co. The milling company does not intend to handle wheat for outsiders. The capacity of the house, which is of concrete, will be 250,000 bus., the tanks being 100 and the head house 125 ft. high.

WASHINGTON

Ellensburg, Wash.—S. Sorenson is building a bucket elvtr. for the handling of bulk grain on his farm.

Cunningham, Wash.—The elvtr. operated by the O'Neil Grain Co. was struck by lightning. Loss not very severe.

Kirkland, Wash.—The Midlakes Feed & Mfg. Co. is installing a hopper scale and other equipment for the unloading of bulk cars of grain.

Walla Walla, Wash.—Bert F. Owsley, convicted of stealing wheat from the Valley warehouse was taken to the penitentiary to serve two to 15 years on a charge of grand larceny.

Almira, Wash.—Notice of appeal to the Supreme Court and \$500 appeal bond has been filed in the case of the State Bank of Wilbur against the Farmers Warehouse Co. in a suit over warehouse receipts in which the Supreme Court last summer found for the warehouse company.

WISCONSIN

Milwaukee, Wis.—John D. Caw, representing the W. M. Bell Co. in Eastern Minnesota, as well as North Eastern Iowa, has headquarters at Chatfield, Minn.

Ripon, Wis.—George Kingsbury, aged 77 years, died suddenly of heart disease Oct. 22.

Embarrass, Wis.—It was erroneously reported that an elvtr. operated by Earl Schmidt was destroyed by fire recently, but Earl Schmidt does not operate an elvtr. here and it was an old potato warehouse that burned.

Etrick, Wis.—The Etrick Produce & Trading Co. is the same as the Etrick Elvtr. Co., said firm having reorganized under a new name. We are installing a feed mill at the present time. There is no other elvtr. here, but there is another feed mill and warehouse and also a flour and feed mill combined.—Etrick Produce & Trading Co.

Milwaukee, Wis.—Rule 32, Section 6 was amended by ballot of the members of the Chamber on Oct. 18, and the following clause was added to the rule governing commission charges. "Services in receiving and handling the property shall be understood to include the payment of advances against the property and in case there be no such advances the consignee shall not be required to charge a commission, but he shall charge all actual and necessary incidental expenses incurred in connection with the shipment."

Farmer Can Recover on Oral Storage Contract.

Charles Harmon hauled 893½ bus. of wheat to the Farmers Co-operative Elevator Co., of Buffalo, Okla., which shipped out and sold the wheat, giving Harmon a check for \$929.10 on Mar. 23, 1922.

Harmon then claimed that when he delivered the wheat he made an oral agreement to hold it in store to be sold at his option any time the 1922 crop should be delivered. At the time he expected to exercise this option, May 10, wheat was worth more and he brot suit to recover the difference. Defendant made a general denial. The court and jury gave him judgment for \$50.60. Defendant appealed to the Supreme Court, which, on Sept. 19, 1923, affirmed the decision, in the following opinion:

Numerous requested instructions were presented to the court by the defendant, the setting out of which we deem it unnecessary for that the court, accepting the theory of the plaintiff that the defendant had converted his grain and the measure of damages by reason thereof, stated the law in instruction No. 3 given to the jury, as we think, correctly. The said instruction given by the court is as follows:

"Conversion is any distinct act or dominion wrongfully exerted over another's property, in denial of the owner's right or inconsistent with it. Where wheat has been delivered to and received by an elevator company to be held by it and sold at the option of the owner, then it is the duty of the elevator company to hold such wheat until such option shall be exercised, or until properly ordered by a competent court having jurisdiction at that time to sell the same, and pay the owner the market price at the place where such wheat is on storage, or to redeliver to the owner the identical property stored, unless such property is of such a character as that it may be and has been commingled with other property of the same general kind, in which event, redelivery may be made of property of the same kind, quality and grade. If the plaintiff delivered the wheat to the defendant to be held by it until the plaintiff should exercise his option to sell the same, and without the plaintiff having exercised said option, or without authority from the said plaintiff, or a proper order from a court having competent jurisdiction of the same for such sale, the said defendant sold the said wheat, then you are instructed that such act constituted a conversion of the wheat, unless you should further find and believe that the defendant paid the plaintiff for the same, and that the plaintiff accepted such payment in settlement thereof or with assurance from the defendant it would pay no further sum, or with full knowledge that said payment was intended as payment in full for the said wheat. Our statutes provide that the detriment caused by the wrongful conversion of personal property is presumed to be the highest market value of the same at any time between the dates of the conversion and the verdict, without interest, at the option of the injured party, where the action has been prosecuted with reasonable diligence. In this case the plaintiff elected to fix May 10, 1922, as the date of exercising said option."—218 Pac. Rep. 698.

Value of "A. M." and "P. M." Notation on Grain Inspection Certificates.

BY OWEN L. COON.

Grain inspection certificates at Kansas City bear a stamped notation of either "A. M." or "P. M." in addition to the date of inspection, thus clearly showing whether the inspection was made in the forenoon or the afternoon.

This notation is of great importance in the handling of claims for delay in transit. The measure of damages for which a carrier can be held liable is the decline in market price between the day when the car should have arrived versus the day that it did arrive. If, however, the car arrives and is placed for inspection by the carrier too late for sale of that day, say the 19th, when the market of the following day, or the 20th, would govern as to the price on the day of arrival.

If, on the other hand, the car is placed by the carrier in time for inspection and sale on the 19th, and the car is held over by the shipper and sold on the 20th at a price lower than the average market price on the 19th, the carrier cannot be held liable for the additional drop in the market between the 19th and 20th, but only for the drop in the market between the date the car should have arrived, say the 15th, and the 19th. If, therefore, there is a drop in market price between the 19th and the 20th, with the inspection certificate dated the 19th and a sale of the car on the 20th, it becomes of great importance to know whether the inspection made on the 19th was made in the afternoon too late for the market of that day or in the forenoon.

One market issues a blue certificate showing the physical condition of the car as to leakage on arrival in the outer yards. The date on this blue certificate is the date the sample was drawn for inspection. Frequently, however, the grain inspection certificate bears a date one day later. The carrier contends that the sample was drawn on the date shown on the blue certificate above mentioned and insists that is the date of arrival and that if the grain inspection department is delayed in the issuing of its report, that is certainly no concern of the railroad. If the truth were known, it is probable that the sample was drawn in the afternoon after the market closed, with the result that the grain inspection certificate proper is dated the following day. But there is no way of proving such is the case, when the blue ticket showing the date the sample was drawn for inspection does not bear a notation as to "A. M." or "P. M."

The practice followed in this respect at Kansas City enables the facts to be easily ascertained by both carrier and shippers representative in the adjustment of delay claims and is a practice that other markets can worthily follow.

THE Kansas State Board of Agriculture discredited the proposal of Clyde M. Reed, chairman of the Kansas Public Utility Commission, for a system of state-owned elvtrs. J. C. Mohler, sec'y of the board, says that the farmers of Kansas have bin room for 162,000,000 bus. of wheat and other grains, and there has been but one year when the wheat crop was 181,000,000 bus. and farmers could not store all their wheat but held it as long as they desired. Mr. Reed is said to be a candidate for Governor and his state elvtr. scheme is intended to catch votes.

HENRY J. PATTEN, formerly of Bartlett Frazier & Co., Chicago, having just returned from an extensive tour abroad, reports that transportation conditions are such, in Russia, as to prevent that country from becoming very formidable as a grain exporter. Mr. Patten made investigations as to crops and transportation conditions in Russia and, while he found that their grain crops were larger this year than in the past few years, rail and water transportation are in a demoralized condition. He expressed the opinion that Russia would not be in a position to export any large amount of grain, this coming winter.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

Western Trunk Lines in Supplement No. 12 to 1-Q gives rules, regulations and exceptions to classifications effective Dec. 1.

C. & A. in Supplement No. 6 to 2-I gives switching and other terminal charges also rules governing absorption of switching, drayage and transfer charges at stations on the Chicago & Alton Railroad, effective Nov. 15.

Chicago & Eastern Illinois in Supplement No. 23 to 6639-D gives rules governing milling and malting in transit privileges on grain and grain products at stations on the Chicago & Eastern Illinois Railway, effective Nov. 28.

A. T. & S. F. in Supplement No. 13 to 5681-I gives local, joint and proportional rates on classes and commodities between points in Kansas, Colorado, Oklahoma and Nebraska, and Stations in Colorado, New Mexico and Wyoming, effective Nov. 28.

C. & A. in Supplement No. 6 to 1602-G gives rates on grain and grain products from Kansas City, St. Joseph, Mo., Atchison and Leavenworth, Kan., to stations on the Chicago & Alton Railroad and its connections in Illinois, Indiana, Iowa, Michigan, Missouri, Ohio and Wisconsin, effective Nov. 26.

Chicago & Eastern Illinois in Supplement 8 to No. 650 gives joint and proportional rates on grain, grain products and grain by-products from stations on the Chicago and Eastern Illinois Railway also from East Joliet, Ill. (via E. J. & E. Ry.) to points in Alabama, Florida, Louisiana and Mississippi, effective Nov. 25.

C. R. I. & P. in Supplement No. 8 to 19690-J gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico and Oklahoma, also Council Bluffs, Iowa, to Little Rock, Ark., and stations in Arkansas, Louisiana and Missouri, effective Nov. 27.

C. R. I. & P. in Supplement No. 9 to 19690-J gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico and Oklahoma also Council Bluffs, Ia., to Little Rock, Ark., and stations in Arkansas, Louisiana and Missouri, effective Nov. 29.

C. & A. in Supplement No. 4 to 1604-H gives local, joint and proportional rates on grain and grain products between Chicago, Joliet, Peoria, Pekin and East St. Louis, Ill., also St. Louis, Missouri and stations on the Chicago & Alton Railroad, Chicago & Illinois Midland Railway and Chicago & North Western Railway in Illinois also to Toledo, Ohio, and Detroit, Michigan, and stations on connecting lines in Illinois, effective Nov. 17.

A. T. & S. F. in Supplement No. 21 to 6510-I gives joint and proportional rates on classes and commodities between stations in California (Mojave and north, also south of Barstow) on the Atchison, Topeka and Santa Fe Railway Company; stations Mococo and Peyton, Cal., on Southern Pacific Co. (Pac. Sys.) and Stations in New Mexico (south of Albuquerque) on the Atchison, Topeka & Santa Fe Railway; also stations in Texas on the Atchison, Topeka & Santa Fe Railway, effective Dec. 11.

C. R. I. & P. in Supplement No. 6 to 28675-F gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds, between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Iowa, Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota, and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texas, effective Nov. 20.

C. R. I. & P. in Supplement No. 5 to 29329-F gives local, joint and proportional rates on grain, grain products and seeds, between Albright, Neb., Atchison, Kan., Council Bluffs, Ia., Kansas City, Kan., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and

stations in Iowa, Kansas, Missouri and Nebraska, on C. R. I. & P. Ry., C. B. & Q. R. R., M. P. R. R. and Wab. Ry. and stations in Illinois, Indiana, Iowa, Minnesota, Missouri, South Dakota, and Wisconsin, effective Dec. 20.

Government Interference Stopped.

Now that the Inland Water Freight Rates Act is not being enforced, rates have come down, prices [for wheat] are better and more business is being done. Even the partial restoration of open competitive conditions is providing a demonstration of the unwisdom of an attempt at compulsory government regulation of business. Western Canada has lost a big lot of money over the experiment of the last few months, but if the lesson is taken to heart it may ultimately prove worth what it has cost. It is essential that it should be recognized that the present betterment in the situation is not the result of interpreting the conditions of the act in a different way, but is the result of dropping the attempt to enforce the act, which is what has really happened. To render the position secure parliament must therefore wipe off the statute books these useless and dangerous provisions.—*Grain Trade News*, Winnipeg.

Mysterious Fires Now Understood.

"Destructive fires which in the past would have been attributed to the activities of 'fire-bugs' or to mysterious natural phenomena are now well understood," said D. J. Price of the United States Department of Agriculture, speaking before the International Fire Prevention Congress recently. "A large number of these 'mysterious' fires result from dust explosions, and lately we have found these dangerous dusts are produced in a great variety of industries.

"Coal and grain dusts were long thought to be the only ones likely to cause explosions, and great progress has been made in the coal mining, grain handling and milling industries to reduce the hazard, but other industries are constantly being added to the list. Usually, it seems, it is necessary for a dust explosion to occur before precautions are taken, and as a result many of the explosions reported are in industries in which this peculiar hazard has not been fully recognized.

"Practically all industrial plant dusts, with the exception of such inert substances as shale and limestone, will explode under proper conditions of dryness, temperature, and mixture with the air. This means that in the United States there are approximately 21,000 plants, manufacturing products of an annual value of nearly seven billion dollars, which are subject to the hazard unless precautions are taken."

The means developed by investigators for the prevention of these explosions consist in eliminating sources of ignition, keeping the plant as free as possible from dust accumulations, and in certain industries by the adoption of special equipment for dust collecting and for carrying off charges of static electricity which otherwise would accumulate and produce sparks.

Various organizations have interested themselves in urging the use of methods of prevention. The National Fire Protection Ass'n through its Committee on Dust Explosion Hazards, has been active in developing control measures and regulations to be observed in a number of industries, including flour and feed milling, and sugar cocoa, and fuel pulverizing. Measures also are being devised for terminal grain elevators and for various other lines of industry.

REPORTS from the 67 principal live stock markets in the country, recently made public by the United States Department of Agriculture, show that a third more horses and mules were sold during the first eight months of this year than were sold in the same period last year. Evidently our farmers are preparing to cultivate a larger acreage.

Clark's Car Load Grain Tables

Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000 to 107,950 lbs. to 32 lb. bushels			
20,000 "	74,950 "	" 34 "	"
20,800 "	96,950 "	" 48 "	"
20,000 "	118,950 "	" 56 "	"
20,000 "	118,950 "	" 60 "	"

Pounds printed in red ink; bushels in black. Lined ledger paper reinforced with muslin, bound in flexible keratol, marginal index. Price \$2.99.

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A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its numbered pages of linen ledger paper, size, 8½x13½ inches, is ruled for 42 wagon loads. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with keratol back and corners.

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Designed for the use of grain shippers who wish to make a written statement of the amount and grade of grain loaded into a car. Especially adapted for use in connection with claims for Loss of Weight in Transit.

Each ticket gives the following information: Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to —bus. of No.—; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ————R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond paper and duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers so they will open flat, containing 50 originals, 50 duplicates and four sheets of carbon paper.

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Supreme Court Decisions

Delivery of B/L Not Necessary to Create Carriers' Liability.—No formal acceptance of goods by a carrier is necessary where the carrier's agent has knowledge of the delivery of the goods, with the intention that they be shipped, and he makes no objection thereto. The delivery of a B/L is not necessary to make a carrier liable for such goods as are sent to it for shipment, since it is presumed that when goods are delivered to a carrier they are received for shipment and not for storage.—*Howell v. Seaboard Air Line Ry. Co.* Supreme Court of North Carolina. 119 S. E. 198.

Notice of Claim Not Required If Loss Was Due to Negligence.—Where complaint charged negligent failure to deliver cotton within reasonable time and negligent failure to deliver other cotton at all, and there was evidence of loss of the latter cotton, raising presumption of negligence, the action was in tort, based on negligence, and, under Cummins Act (U. S. Comp. St. § 8604a), no notice of claim or filing of claim was required, though issue submitted as to the cotton not delivered said nothing about negligence.—*Winstead v. East Carolina Ry.* Supreme Court of North Carolina. 118 S. E. 887.

Goods in Custody of Carrier After Partial Unloading.—Under uniform B/L providing that property not removed within 48 hours after notice of arrival may be kept by carrier as warehousemen, apples remaining in a car before expiration of 48-hour period held within the custody, control and possession of the carrier, notwithstanding during that period consignee had begun unloading, and carrier is subject to liability under garnishment process for goods still in the car when service was made.—*Alvin R. Durham Co. v. Chicago & N-W. R. Co.* Supreme Court of Michigan. 194 N. W. 1014.

Recovery of Part of Advance Payment for Corn.—Under contract authorizing seller of corn to designate date prior to October 1, 1921, as of which price should be fixed, and providing that, if date was not designated, the market price on October 1 should govern, the seller could not, after October 1, designate some date prior to that day. Where selling price of corn was to be fixed subsequently at market price on date designated by seller, advance payment by buyer did not amount to guaranty of minimum price of amount advanced, in absence of provision to that effect.—*Victor Burkland v. Alex. Elijah.* Appellate Court of Indiana. 140 N. E. 915.

Railroad Company Can Not Collect for Unloading, Storage and Reloading of Goods Under Garnishment.—The expense of a railroad garnishee in unloading, storing and, on determination of the issue unfavorably to plaintiff, reloading, goods, cannot be taxed against the unsuccessful plaintiff, under Rev. Code 1919, § 2474, authorizing taxation of costs under section 2601, as amended by Laws 1919, c. 158, in favor of a garnishee against an unsuccessful plaintiff, since these expenses are not within the definition of "costs" under section 2600, nor within the other taxable allowances under section 2607.—*Gage v. C., M. & St. P. R. Co.* Supreme Court of South Dakota. 194 N. W. 1021.

Time to Sue Under Thru Ocean B/L.—A provision of a thru B/L issued by a railroad company for a shipment to a European port, that the property should be subject to all conditions expressed in the regular forms of Bs/L in use by the steamship company at the time of shipment, is valid and makes the provisions of such ocean Bs/L a part of the contract. Provisions in ocean Bs/L that the carrier shall

not be liable for any claim unless written notice thereof is given before removal of the goods from the wharf, and that no suit therefor shall be maintainable unless instituted within three months after such notice, held reasonable and valid.—*The Susquehanna.* U. S. District Court. 291 Fed. 698.

Validity of Future Deals for Jury.—Neither the assertions of the parties to transactions of purchase and sale made in behalf of another nor the form of contracts is conclusive as to the character of such transactions. The mere form of the bookkeeping by which only profits and losses were entered by a party making purchases and sales of grain and cotton in behalf of another, in addition to the fact that no grain or cotton with respect to which the contracts of purchases and sales were made, was ever received or delivered, held sufficient to take to the jury the question whether the transactions were bona fide purchases and sales or mere wagers on the market.—*Thos. E. Price v. Seth S. Barnes Estate.* Supreme Court of Missouri. 254 S. W. 33.

Payment of Charges in Advance on Goods Returned.—Where shipper, on learning that consignee had become insolvent, without complying with the express company's classification, filed under the Interstate Commerce Act (U. S. Comp. St. § 8653 et seq.), requiring payment of charges for the outward journey plus an additional charge before goods would be returned, direct express company to return an interstate shipment by freight, the express company is not liable for damages to the goods caused by an act of God, occurring while the goods were at the place of destination after shipper had ordered them returned, and express company had refused to return them until its charges were paid.—*O. K. Display Fixture Co. v. Am. Ry. Exp. Co.* Municipal Court of City of New York. 201 N. Y. Supp. 266.

ZEARING, IA.—A check amounting to \$16,088 was paid to J. S. Horst by F. A. Haase, for 20,110 bus. of corn. This is said to be the largest check ever issued by either elevator here. Mr. Horst is not supporting the agitators. He is too busy.

JEWELL, IA.—The largest lump sum ever paid an individual by the Farmers Elevator Co. went to Wm. Bernsmier, who sold 9,569 bus. of corn at 98c a bushel, making his check \$9,377.62.

At a conference of Minnesota agriculturists, Oct. 29, called by Governor Preuss, it was decided that steps be taken against admitting Canadian wheat and accordingly a wire was sent to the Minnesota congressmen to exert their influence toward an advance in tariff. Then Great Britain will levy an import duty on wheat and flour from the U. S. and our wheat growers will mob the politicians.

Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

Mistakes Are Made Only by Boys.

During the seed harvest season several years ago an honest old farmer of German descent came to the elevator with a few sacks of clover seed. Before unloading it he as much as told me that his two boys had weighed it and how much he thought he had on.

After carefully weighing it I asked him what he would say if my weight were less than the boys? "Den by golly I would say you cheat me," he quickly responded. I then asked him "What would you say if I made the seed weigh more than the boys?"

He hesitated, then slowly answered:

"Vell den de boys do make a mistake."

We had no trouble as my weights were more than the boys, but don't think the boys were punished for making an error.—C. R. E. Buckeye.

Burden on Buyer of Grain F. O. B. Shippers' Track.

Fred W. Elder of Hastings, Neb., plaintiff, v. Flanley Grain Co., Sioux City, Ia., before the Arbitration Appeals Com'te of the Grain Dealers National Ass'n, composed of Elmer Hutchinson, A. S. MacDonald, H. A. Rumsey, W. W. Manning and Jno. S. Green.

(Grain bought f. o. b. shipper's track, and billed according to the buyer's instructions, carriers become the buyer's agent and on subsequent request by the buyer for diversion seller's efforts to comply are only an accommodation not an obligation.)

This case is an appeal from the decision of Com'te No. 1 of the Grain Dealers National Ass'n by the Flanley Grain Co., appellants.

The evidence shows that appellants sold to the appellees on August 1, 1919, one car of oats as covered by appellee's confirmation reading as follows:

Hastings, Neb., Aug. 1, 1919. No. 1699. Flanley Grain Co., Sioux City, Ia.

We confirm you as follows:

Purchase from you today one eighty capacity car No. 3 white oats old or better @ 74c basis O'Neill rule for shipment today, Denver terms. E & O E.

BILLING.—Car ordered billed Denver. Make draft on us at Hastings, Neb., through Bank of Commerce. FRED W. ELDER.

Copy of B/L in evidence shows car Penn. No. 15572 containing 69,504 pounds bulk oats from Dixon, Neb. (O'Neill line) to have been billed out on Aug. 1, 1919, to Denver, Colo., and notation of diversion made to Curtis, Neb., on Aug. 7, 1919, by P. J. Donohue, for the carrier, all in regular order, but being one out of perhaps one thousand cases when by some oversight in the operating department of the carrier actual movement of the car was not changed.

Evidence further shows that the appellee on Aug. 2, 1919, sold an eighty capacity car of oats of same origin to the Koehler-Twiddle Elevator Co. to be billed to Curtis, Neb., and on this date requested appellants to divert the car purchased the day before to Curtis, Neb.

The following evidence introduced by the appellants in their reasons for appealing follows:

Telegram.

Hastings, Neb., Aug. 2, 1919. 1:40 P. M. Flanley Grain Co., Sioux City, Iowa.

If possible catch affixing billed yesterday, change to Curtis, Neb. If cannot catch have diversion made; tread. ELDER.

August 3, 1919, Sunday.

Telegram.

Sioux City, Iowa, Aug. 4, 1919. 8:35 A. M. Fred W. Elder, Hastings, Neb.

Affixing billed Denver; attempting to divert.

FLANLEY GRAIN CO.

AFFIDAVIT.

I, G. R. Norton, being duly sworn, hereby certify that I was employed as chief clerk in the C. B. & Q. Railroad office at Sioux City, Iowa, on August 2, 1919, and in that capacity handled diversions for that line. I further certify that the Flanley Grain Co. called me on the telephone on August 2, 1919, requesting that Penn. car No. 15572 be diverted from Denver, Colo., to Curtis, Neb., and that all necessary telegrams were sent and other steps taken to accomplish diversion of the car. I further certify that this diversion was handled in accordance with the rules and regulations of the C. B. & Q. Railroad in effect at the time this shipment moved. GEORGE R. NORTON.

The above affidavit was duly acknowledged before a notary public.

From this additional evidence it is clear to the Appeals Com'te that the matter of diversion of this car was purely a request made by the appellees of the appellants, and that any actions of the appellants in this direction was only an act of courtesy and an honest endeavor to assist the appellees in the diversion, all without any liability whatever in their failure to accomplish the same.

We would, therefore, reverse the decision of the Arbitration Com'te as rendered and find that the Flanley Grain Co. owes Fred W. Elder nothing on this car and that the costs of arbitration and appeal be assessed against the said Fred W. Elder.

Opposed to Cash Bonus.

The Chamber of Commerce of the United States must here and always reaffirm its opposition to the cash bonus, because, entrusted, as it is, with the leadership of industry upon which employment and opportunity rests, it must continue to demand such progressive relief in taxation as shall not hold constantly over America the shadow of industry discouraged and depressed to the point of widespread unemployment.—*Julius H. Barnes.*

Check "in Full" Constitutes Settlement.

E. A. Webster & Co., of Seattle, Wash., plaintiffs, v. Beaverhead Milling Co., of Dillon, Mont., defendant, before Arbitration Com'te No. 6 of the Grain Dealers National Ass'n, composed of I. C. Sanford, Wm. J. MacDonald and F. G. E. Lange.

On Sept. 18, 1922, E. A. Webster & Co. issued their confirmation:

"To Beaverhead Milling and Elevator Co.: We confirm purchase from you today of 2 cars 24-30 tons each 38 pounds, 2 white or better oats at \$32.60 a ton, bulk on track basis Seattle, for October shipment. Remarks Terms: 90 per cent SDBL. Subject Federal weights and grades. Unless otherwise instructed bill to Portland, Ore., mark lading 'For inspection and diversion.'"

"Accepted: Beaverhead Milling & Elevator Co. (Signed) Jos. T. Leimert.

"E. A. WEBSTER & COMPANY."

On Sept. 19 the Beaverhead Milling & Elevator Co. wrote E. A. Webster & Co.:

"Under separate cover we are mailing you a sample of the two cars of oats, for which we are also enclosing the confirmation. These oats are just being threshed, and we regret not having a larger sample to send you until the threshing is completed."

On Oct. 13 the Beaverhead Milling & Elevator Co. addressed the following letter to E. A. Webster & Co.:

"Referring to the two minimum cars of oats we have booked with you for October shipment, the farmer who sold to us has repudiated his contract, thus putting us to the necessity of getting something else for you.

"We will have a forty ton car loading in a day or two, oats like sample being mailed you today, and we request that you wire us on receipt of this letter advising us whether these oats, and that car will be acceptable on the sale. The oats are as good or better quality than the sale, but the tonnage will not be quite filled. This has been the best we could do in the matter to date. Also advise whether you still want Seattle billing and whether acceptable sacked, at customary differential."

"Thanking you for whatever arrangements you can make, we remain."

On Oct. 16, E. A. Webster & Co. wrote the Beaverhead Milling & Elevator Co. the following letter:

"We are sorry to learn that your farmer canceled out on you. In this respect beg to advise that we find ourselves in the peculiar position of having sold two cars without specifying any tonnage and therefore it will be impossible for us to accept only one car on the contract. We would like to accommodate you in this matter, and could do so if we had not already made our sale. We can, however, accept sacked oats at a premium of \$1.50 a ton, which is the differential on this market. As to the last sample forwarded us, beg to advise that in our opinion this oat is not nearly as good quality as former samples submitted on which we bought. However, if you can furnish us oats grading 2 white 38 pounds or better we will be satisfied. Relative to the 40-ton car mentioned, please wire us your best price on same basis delivered Seattle. We still want the other two cars shipped to Seattle."

On Oct. 19, the Beaverhead Milling & Elevator Co. telegraphed E. A. Webster & Co.: "On what basis can we buy cancellation two cars oats?"

On the same date E. A. Webster & Company replied: "Answering cannot cancel; customer wants oats; can extend shipment first half November."

On Nov. 11, the Beaverhead Milling Co. wrote E. A. Webster & Co.: "We have been unable as yet to buy in the two cars oats sold to you and which we wired you some time ago to cancel advising on what basis you could do so. You replied that you could not cancel and extended the time of shipment."

"It has always been our intention to fill this contract although the farmer who sold to us repudiated his but we believe that we should have been allowed to pay you the market difference and close the transaction without shipping the oats. We have handled a few cars of oats but none of them were similar to sample. We are writing now to ask your position in the matter."

On Dec. 3, the Beaverhead Milling Co. telegraphed E. A. Webster & Co.:

"Have one car oats worth in any market two dollars per ton more than sample and grade contracted to you. Will you apply on that basis honoring full draft? What is the present coast market oats and baart? Make your best bids."

To which E. A. Webster & Co. replied: "Answering, Jahn insists we ship according contract. Pay forty-five basis Seattle, thirty-eight pound or better two white oats; one fifty four bushel dry land baart free frost, basis one hard white; both subject federal inspection; destination official weights."

On Dec. 7, the Beaverhead Milling Co. wrote:

"Reference to Jahn forcing cancellation does not hit us where we live. Also it is possible for someone else to have some ideas as to cancellation. Our trades were with you, regardless of your trades with anyone else, and technically we are entitled to cancellation at the market at the time we asked for it. Where possible we fill our contracts, and if we can't fill, buy them in, but we don't expect our customer to dictate the settlement. We have tried to be fair in this matter, and have succeeded in buying in one car here which has been shipped to you, and as indicated by wire just before billing the oats shipped are and always would be worth \$2 a ton more in any market than the grade and sample sold and allowance should be made in applying this on the sale. We drew on you for 100 per cent on the contract price on this first car, and it is, of course, up to you to see the oats, compare with selling sample and decide whether or not to send us your check for \$48 to cover the overflow as to quality."

"The unreasonable displayed thruout this deal now forces us to the position that is well substantiated by the customs of the grain trade that we are entitled to buy in the 24 tons involved in the second car at the market price of Oct. 19 and 20, when we wired you asking for cancellation and we ask that you send us your ideas, not Jahn's, of the market at that time and if it coincides with our information on the same subject we will send you our check in settlement."

On Dec. 11, E. A. Webster & Co. wired the Beaverhead Milling & Elevator Co.: "Your letter Dec. 7 not in order. To clean up will cancel last car at \$45 ton Seattle, or extend shipping time during this month or buy in for your account basis today's market. Advise immediately by wire which option you elect."

On Dec. 12, the Beaverhead Milling Company telegraphed E. A. Webster & Company: "Advise Oct. 20 market, being basis settlement car oats cancelled."

Dec. 15, the Beaverhead Milling Company addressed the following letter to E. A. Webster & Company: "Your review of circumstances involving the second car of oats shows of itself that as long as we thought reasonableness would play a part in the proceedings, we were disposed to take the worst of it, just to be sure we filled out contract, in which connection we wish to say that is one thing we never yet failed to do."

"The air is now perhaps cleared of the dictatorial policy of your customer injected into the trade between ourselves and there may still be left some amicable way of adjusting this matter, by a little of the give and take on both sides. If you will again recall our requests for cancellation, and our offer to ship one large car to apply, which was refused, you will perhaps figure that some of the loss in this deal has been your fault. There will be no shipment of the oats, but we expect to send you a check if you can name a reasonable basis."

"The first car of oats is, no doubt, now on track or unloaded, and you can decide whether we would be entitled to any allowance for overfilling in quality. After taking this into consideration, as well as all the other circumstances, remembering that we continued planning and doing our best to ship, even after unreasonable replied to our requests for cancellation, and that we have attempted to do the fair thing all through, you can send us a statement of your idea of the fair basis of settlement, but we will say that while we expect to fill our contracts, we do not expect to allow anyone to get away with strong arm methods."

On Dec. 18, 1922, E. A. Webster & Co. billed the Beaverhead Milling & Elevator Co., Dillon, Mont.:

To Cancellation.
DEBIT MEMO.

Contract No. 2883.

Cancellation price\$45.00 F. O. B. Seattle
Purchase price 32.60 F. O. B. Seattle

Minimum car 24 tons at \$12.40
\$297.60 net amount due.

On Dec. 21, the Beaverhead Milling Co. wrote E. A. Webster & Co.:

"We have your letter of the 15th, enclosing two samples of oats and your letter of the 18th, enclosing cancellation memo."

"The sample returned might represent a small part of the car shipped, but the large portion of it was much better, the oats having been inspected carefully as received."

"We have checked the matter of current values with other dealers in touch with the oat situation on the coast, and are informed that \$40 to \$42 a ton is the very best that they could hope to sell at (not bid us), and after figuring this thing over from all angles we are enclosing our check for \$225 to settle all differences between us and close the matter. You can suit yourself about cashing the check."

"We also have a list of dealers from which a name is checked off occasionally."

On Dec. 26, E. A. Webster & Co., answering the Beaverhead Milling & Elevator Co.'s letter of Dec. 21, wrote:

"We have your check for \$225 which will be applied on the balance you owe us on cancellation of car oats. It will not, however, be accepted in full settlement as per the notation

you have made on the check. We will not accept your basis of settlement under any circumstances. It is quite strange that we would wire bid you \$45 a ton for oats delivered Seattle, not once but numerous times, and yet you persist in advising us that the market here is only \$40 to \$42 a ton according to information you have from other buyers. Further, the very car in question was sold at \$45 a ton. Unless you can see things in a different light we demand an arbitration before the Seattle Merchants Exchange to air our differences and get a satisfactory settlement. Kindly let us have your answer by return mail."

In the opinion of the Arbitration Com'te the acceptance by E. W. Webster & Co. of the check sent it by the Beaverhead Milling Co., which check had indorsed thereon that the same was "in full for all claims demanded" constitutes full settlement of the claim. E. A. Webster & Co. at the time that they received, accepted and cashed the check were advised that the Beaverhead Milling Company was offering the amount of the check in full settlement for all claims, and therefore it necessarily follows that the acceptance of this remittance constitutes a settlement of the claim.

We therefore find in favor of the Beaverhead Milling Co. and against E. A. Webster & Co. and assess the costs of this arbitration against E. A. Webster & Company.

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10 1/2 x 15 1/2 in. hes. of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$4.50

GRAIN DEALERS JOURNAL

315 So. La Salle Street CHICAGO, ILL.

Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10 1/2 x 15 1/2 inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$4.00.

GRAIN DEALERS JOURNAL

305 So. La Salle Street CHICAGO, ILL.

News of new grain elevator machinery and supplies is of business importance to every elevator owner and operator who is willing to effect economies in the handling of grain thru his house by the adoption of the latest and best mechanical facilities obtainable.

Such equipment is always the cheapest in the long run. Consult our advertising columns for desirable equipment.

Patents Granted

1,471,072. Automatic Scale. Andrew Sonander, Rutland, Vt., assignor to Howe Scale Co., Rutland. The scale mechanism includes a draft rod and an indicator mechanism with the combination of a pair of crossing or intersecting pendulum levers having their corresponding ends presented in a common transverse plane and means connecting the levers with the draft rod.

1,472,672. Seed-Corn Sheller. Fred A. Preuss, Humphrey, Neb. A seed corn sheller having diverging shelling prongs arranged evenly around the axis of the sheller and provided with sharp corners facing inwardly, toward the axis so as to engage the kernels of an ear of corn inserted between the prongs, the prongs being curved outward and tapering toward the free ends.

1,472,252. Endless Wire-Belt Conveyor. Harold Smith, Mitchell, England, assignor to Joseph Baker Sons & Perkins Ltd., Wellesden, Middlesex, Eng. In an endless wire belt conveyor is an idler roller, consisting of a number of wire carrying rings, and small steady wheels, circularly arranged which support the rings, the steady wheels of adjacent rings being circumferentially staggered.

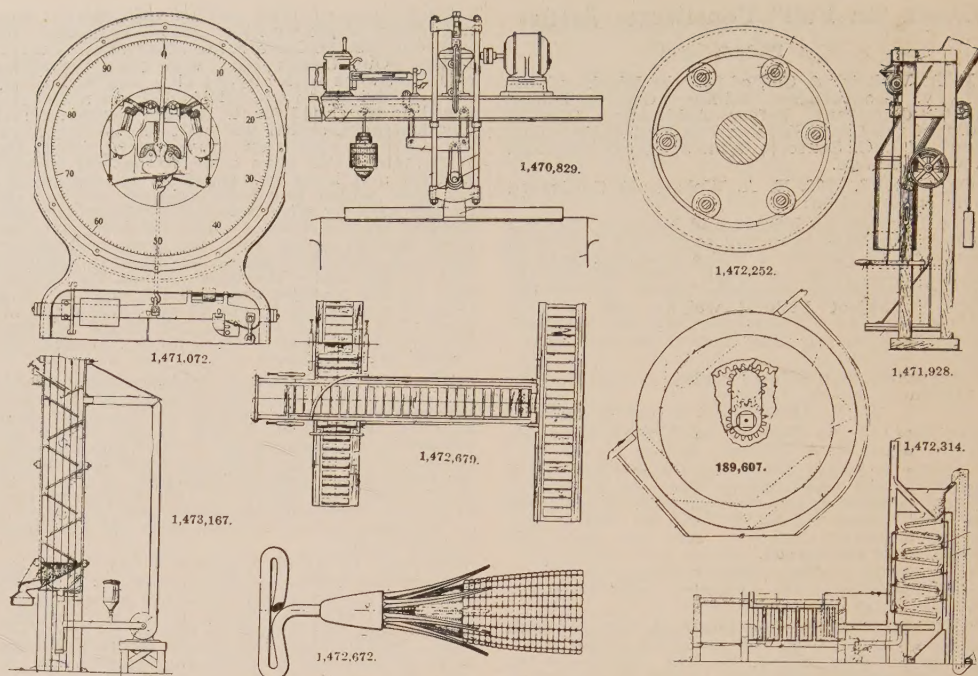
1,473,167. Seed-Conditioning Apparatus. Frederick Steigmeyer, Westhaven, Calif. A seed conditioning apparatus consisting of a tower thru which seed travels by force of gravity, the lower portion of the tower being provided with an opening, means for creating a down draft of air thru the tower and an arrangement for mixing a seed treating material with the air before the air enters the tower.

1,472,314. Process of and Apparatus for Drying and Treating Materials. Paul W. Webster, Pelham Manor, N. Y., assignor to Perry and Webster, Inc., New York, N. Y. The materials are placed upon the uppermost of a number of inclined perforated supports, arranged one beneath the other and by passing currents of air intermittently thru the perforations of the supports at sufficient pressure the materials will fall progressively to the lower support.

1,470,829. Residue Weigher. Arthur Stuart Gilbert, Birmingham, England, assignor to W. & T. Avery, Ltd., Birmingham. A residue weigher for use in combination with automatic scales, comprising the combination of a steelyard, a poise-weight traversably mounted on the steelyard, a load receiver adapted for connection to the lever, weights suspended from the lever to overbalance the steelyard against the resistance of the load receiver and weights therein, a weight recording mechanism operable in conjunction with the steelyard and poise-weight and means for connecting and disconnecting the load receiver from the levers connected to the steelyard.

189,607. Automatic Grain Sampler. A. B. Bullock, Marlowes, Hemel Hempstead, Hertfordshire, England. Grain passing down a chute is sampled automatically at regular intervals by a machine operated by the movement of the grain. Two wheels rotate freely, side by side, on an axle, one wheel having vane-like surfaces and the other wheel having two pockets, upon the periphery. The wheels are connected by gearing comprising a pinion on the wheel, an idle wheel and internal teeth. As the wheel is driven by impact of the grain it rotates the other wheel slowly in the opposite direction, so that samples of grain entering the pockets are deposited in the casing and pass from an outlet to a suitable receptacle.

1,472,679. Traveling Conveyor with Gravity Rollers. Gustav R. Roddy, Milwaukee, Wis., assignor to Chain Belt Co., Milwaukee. A conveying apparatus, comprising the combination of an endless travelling conveyor provided with an adjustable turning wheel at one of its ends, a number of rollers, located opposite the end of the end of the conveyor at which is the adjustable turning wheel and forming a continuation of the conveyor, the roller nearest the conveyor being removable to permit the endless conveyor to be adjusted toward the rollers by movement of its turning wheel and a second conveyor located beyond the aforementioned rollers, and cooperating therewith to form a continuous run for the material being conveyed.



1,471,928. Bag-Filling Apparatus. Oliver P. Smith, Portland, Ore. The apparatus comprises a frame, a load carrying platform, means for elevating and lowering the platform, a counter-balanced device and a brake band mechanism acting so as to respectively move the platform upwardly and retard its downward movement, a lever arm pivoted to the frame, a resilient element having one end connected with the lever arm, an adjustable sectional connection connected with the brake band mechanism and with the other end of the resilient element and in connection therewith and the lever arm providing means for shifting the brake band mechanism to active position, and means operated from the lever arm for connecting and disconnecting the drive from a power source.

Marine Men Ask U. S. to Get Out of Ship Business.

New York, Nov. 8.—The American marine conference today adopted resolutions calling upon the shipping board and the Emergency Fleet corporation to retire without delay from the business of operating ships and to place the operation in private hands.

The conference also asked that the rail and ocean transportation media be drawn together and made to function as one transportation system, and that permission be granted American railroads and steamship lines to enter into agreements to divide their joint rates with rates on domestic traffic and traffic with Canada.

RUSSIA shipped about 5,000,000 bus. of grain, mainly wheat and rye, between August 1 and October 10, according to report. Over 3,000,000 bus. of Russian grain have been exported to Germany, 1,200,000 bus. to the Netherlands and 240,000 bus. to Finland.

Insurance Notes.

FIRE started in the dust bin presumably from spontaneous combustion. The stock company adjuster advanced the theory that the large number of grasshoppers and crickets in the dust generated enough animal heat to cause a fire. More likely the crickets were making home brew with the hops.—Our Paper.

LANSING, MICH.—Geo. D. MaDan, assistant treas. of the Michigan Millers Mutual Fire Ins. Co., has resigned to engage in the business of consulting accountant and auditor specializing in fire and tax practice. Mr. MaDan will continue with the company as its statistical man.

MUTUALS cannot issue policies with liability and members limited, under the laws of Utah, under an opinion given by the attorney-general of the state. The question arose with regard to the Northwestern Mutual Fire Ass'n of Seattle, Wash., which for years has been writing such limited liability policies. The attorney-general points to the fact that the Utah statutes specifically require that mutual fire insurance corporations shall not limit the liability of their members—policyholders—for payment of losses and expenses. While this statute does not apply to foreign corporations doing business in Utah specifically, the basic law of the State carries the provision that no foreign corporation shall be permitted to transact business in Utah on conditions more favorable than are allowed in corporations organized under the laws of Utah. Since a Utah mutual fire corporation may not issue a policy that is "nonassessable," therefore, he holds that the constitution forbids the issuance of such a policy by a corporation organized elsewhere.



Ice Is a Poor Fire Extinguisher

You can't put out a fire with ice. Yet that's what you may have to try during the winter, if you don't plan to fix your fire barrels so that the coldest weather will not freeze them. Better plan now to beat old King Winter.

Write for full particulars to

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will co-operate with you in making your plant as safe from fire and explosion hazards as is humanly possible.

They will provide you with a policy of insurance which will reimburse you for loss of your elevator or mill and its contents in case of fire or explosion.

Call or write.

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Mill and Elevator Department

H. W. DONNAN, Supt.

39 So. La Salle St., Chicago, Ill.

The "Grain Dealers Mutual"

No. 11.

If your engine doesn't start readily on these cold mornings, don't try to blow it up with gasoline or ether—hot water is safer and will work effectively.

Many elevators are burned by "easy" starting methods.

WESTERN
DEPARTMENT
300 Keeline Bldg.
Omaha, Nebraska



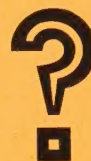
C. A. McCOTTER
Secretary
Indianapolis
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If there is a
question of its
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**MUTUAL FIRE PREVENTION
BUREAU, 230 E. Ohio St., Chicago, Ill.**

Representing the

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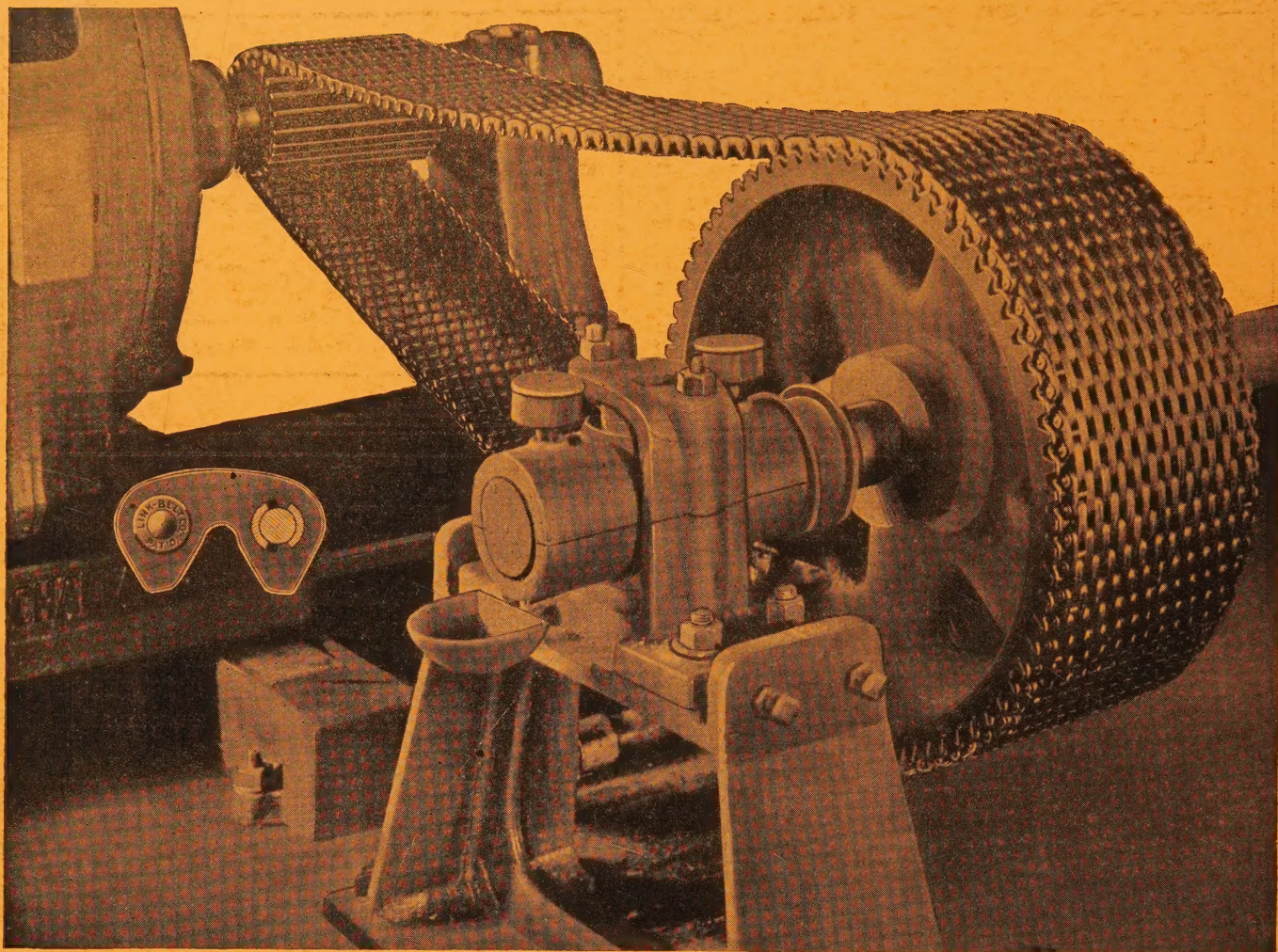
**TRI-State Mutual Grain Dealers Fire Ins. Co.
LUVERNE, MINN.**

The Tri-State Plan.

You place with us a Deposit Premium based on the construction of your elevator, at the end of one year we refund you the portion not used for the payment of fire losses, expenses and the increase of the Reserve Fund—this refund has averaged 50% for 21 years. Our Provisional Grain Policy affords 100% protection.

E. A. Brown, Pres.
W. J. Shanard, Vice-Pres.

B. P. St. John, Treas.
E. H. Moreland, Sec'y.



**FLEXIBLE AS A BELT—POSITIVE AS A GEAR—
MORE EFFICIENT THAN EITHER**

BBETTER power transmission means more efficient and reliable operation of your equipment. That is just what the Link-Belt Silent Chain Drive can accomplish for you.

The drive runs in an oil-retaining, dust-proof casing—compact—conveniently located—safe. Re-

quires practically no attention. Where can you find a better means of transmitting power to your equipment, especially from a motor.

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New Orleans - C. O. Hinz, 504 Carondelet Bldg.
Birmingham, Ala. - S. L. Morrow, 720 Brown-Marx Bldg.
Charlotte, N. C. - J. S. Cothran, Com'l Bank Bldg.
DALLAS, TEXAS, 709 Main St.

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